A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Incorporating *International Commerce*

FEBRUARY 21, 1972

Commerce Today

Coming Developments in Business and Technology

Expanding Private Enterprise

The Lesson Of The Turtle

(Following are excerpts from remarks by President Nixon to business leaders from throughout the country at the White House Conference on The Industrial World Ahead held this month in Washington, D.C.)

What is it that will propel this Nation forward in the coming generation to lead mankind in its search for a better life in a world of peace?

I am convinced that the answer lies in a real but intangible quality called the American spirit.

In today's world, that spirit is tested. America is being tested.

We have got to learn once again to compete in the world—and the only way we can compete is on the basis of our own productivity.

Other nations in the world today are going forward—some of them rapidly forward. And America has to exert itself, we have to be at our very best, if we are to remain competitive in the world.

In business and in life, there is a time when tough decisions have to be made. In this Administration, we have made some tough deci-

For some conclusions from the White House Conference on The Industrial World Ahead read the report on Page 4.

sions in order to help get the economy back on its feet; in the transition from war to peace, to get it back on a stable basis, with full employment, moving forward in a sustainable way.

I believe in economic freedom. I believe the best economy for America is a free market economy. But faced with the choice of temporary wage and price controls or continued inflation, I chose temporary controls to curb inflation.

In believe in balanced budgets, but faced with the choice between budget deficits and unemployment, I chose deficits to help create more jobs.

In the long run, our goal is to remove the controls, get rid of the deficits—once we have brought about price stability and full employment.

But in the short run, there is going to be a lot of complaining. I understand that. I am prepared to take the heat because I believe that in the position I hold, I have to put first things first, and full employment without inflation in a period of peace must come first for America.

I am convinced I made the right decisions. I am convinced you will make the right decisions as well—right for yourselves and right for our country.

. . . For a long time in America we were able to take productivity increases for granted. We just assumed it was going to happen, and it did. We rather imagined a sort of technological cornucopia that promised abundance every year without any extra effort on our part—and this made us somewhat complacent. We tended to imagine that more was our due—regardless of what we did; whether we did more, there was going to be more.

But now the new situation in the world has changed all that.

If we are to maintain our leadership in the world of the future, it will not be by force of arms. It will be by the strength of our spirit, backed by the vigor of our economy—which is the greatest asset we have in world affairs today. If we slip back as an economic power, then we will slip also as a moral force in the world, for it will have been because we ceased to try, because we ceased to compete, because we gave up on ourselves and the world.

After years of lagging productivity, . . . we made a comeback last year—back to a 3.6 percent rise. Now we have momentum—and we must never again forget the secret of American success.

For too long, I think, we have had to recognize that too many of us in this country, too many businessmen, too many workingmen, thought of the American economy as a kind of giant turtle. It may have been fat and lazy, but it had a protective shell that seemed impregnable.

But let me point out to you that nature played a trick on the turtle. The only way he can move forward is to stick his neck out.

Well, the time has come for that turtle, this great giant American economy which you represent . . . the time has come for this turtle to stick its neck out and get moving.

As it does, it will show that America's competitive spirit is alive and healthy, ready to lead the world into the new prosperity.

Commerce Today

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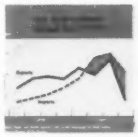

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ECONOMIC
HIGHLIGHTS

Largest Gain In Productivity In Five Years Enhances Prospect For Price-Cost Stability

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

Output per manhour, the key to economic growth and stability, increased at a healthy rate during the 1971 recovery and another good performance is expected this year. This trend in productivity greatly enhances both the outlook for further progress in the battle against inflation and for improvement in the nation's foreign trade position.

Productivity increases in the private nonfarm economy averaged 2.6 percent per year from 1950 to 1970 even though the average rate of increase was much less in the late 1960's. After declining slightly in 1969, productivity increased slightly in 1970. In 1971, it accelerated to 3.4 percent—the largest gain since 1966.

In recent years, the large wage increases of more than 7 percent per annum ran far ahead of the gains in productivity. Thus, the cost of each unit of production went up rapidly—and so did prices. Under the new economic stabilization program, wage increases moderated in the last quarter of 1971 and they were in closer alignment with productivity gains: compensation per manhour increased at an annual rate of 5.1 percent compared with a 4.9 percent gain in the rate of productivity. The 0.2 percent annual rate of increase in unit labor costs was the lowest for a quarter since 1965. This was an excellent performance and was consistent with stability in the price indexes.

The resumption of substantial productivity gains in 1971 can be attributed primarily to cost-cutting by business and increases in total production. Faced with rapidly increasing labor costs and slower sales growth in 1970, companies made a special effort to cut costs. The second development became apparent early in 1971 as total output increased in the general economic recovery and firms began to operate at a more efficient rate of production. For example, a company operating at 70 percent of capacity may be able to step up output to 80 percent with little added cost. This trend toward fuller utilization of productive facilities is a major reason to expect a relatively large increase in productivity this year.

A major underlying factor in productivity is business investment in new plant and equipment, which has been maintained at a high level in the past several years and which is projected to increase 9 percent this year. The Administration's easing of the tax rules on depreciation, the investment tax credit, and the ready availability of funds at moderate interest rates may generate even more capital outlays than presently anticipated.

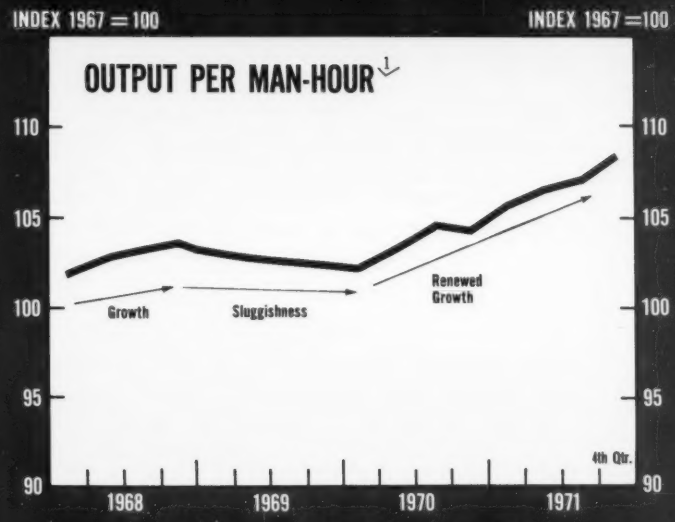
In the long run, the productivity rate is determined by the efficiency of our plant and equipment; the training, education, experience, and morale of our labor force; and technological progress through research and development. Productivity is the source of increases in real wages; it is the only way we can provide more real income per person.

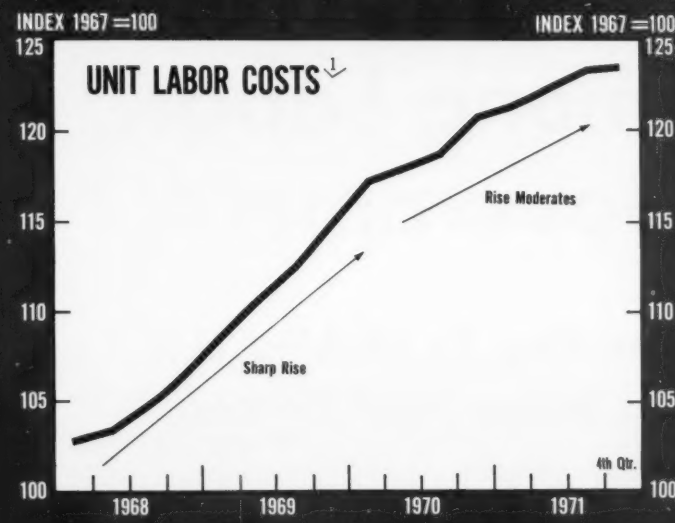
By holding down prices, productivity increases make U.S. goods more competitive in world markets. Thus, productivity is the *sine qua non* of both domestic and international economic success.

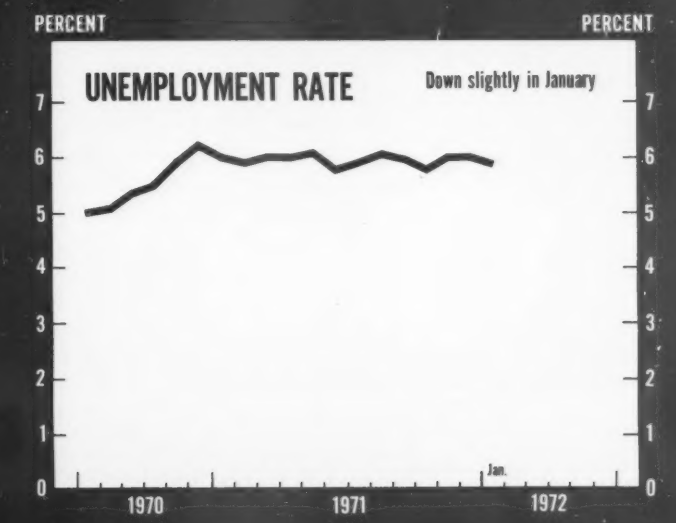
Other economic data

Employment increased strongly in January but the labor force also increased substantially so unemployment declined only slightly.

Latest Indicators







Private non-farm
All data seasonally adjusted

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February 21, 1972

Conferees Foresee New Rapport Among Labor, Business, Government

Notes Productivity The Key To Making U.S. Competitive Again At Home And Abroad

CONFERENCE SUCCESS—*At press conference following adjournment of the White House Conference Secretary Stans (center) assesses accomplishments. Roy L. Ash (left), president, Litton Industries, Inc., and Robert W. Miller, Conference executive director, participate in the concluding discussion.*

The potentials for a better America over the next 20 years are astounding.

- The challenges to the U.S. industrial society with its internal and external difficulties can be resolved by 1990.
- Long-range planning and the means of anticipating new emerging imbalances must be improved now to avoid a destructive impact of new confrontations.
- A new rapport between the elements of the economy—especially business, labor and government—needs to be built, based on statesmanship in the common interest.
- The United States needs a more sophisticated public, which has a better understanding of how the American economic system works, how productive it is, and how much it benefits the individual and the society.

These conclusions were drawn by retiring Secretary Stans, as he summed up the three-

day conference held in Washington, D.C., this month to explore the future 20 years from now and evaluate the issues that need to be dealt with today to make tomorrow a better place in which to live.

Stans was the final speaker at the White House Conference on *The Industrial World Ahead: A Look At Business In 1990,* which drew more than 1,500 chief executives, labor leaders, top educators and government officials from all over the country.

Top level concern

The conference, cochaired by Stans and Secretary of Labor James D. Hodgson, was viewed with thoughtfulness and concern by the top level men and women in attendance.

The conferees listened to speakers on the structure of business as it might be in 20 years, the job and labor problems of the future, the need for strengthening U.S. technology and research, and the social responsibilities that business, government, labor and education must face.

Following a day of speeches which set the themes of the conference, all attendees participated in lively discussions in workshops which touched on these future problems.

Participants at a workshop on *Measuring the Social Performance of Business* cited numerous difficulties in measuring social performances—either for the individual firm or for the nation, but they indicated that businesses generally were willing to intensify their efforts to speed social progress.

'Social investment'

The feeling of this workshop was that business may greatly increase its "social investment" in the years ahead, but that it will encounter enormous difficulties in trying to measure the benefits of its efforts in the traditional terms of the balance sheet.

The moderator of this workshop, Dr. Harold C. Passer, Assistant Secretary of Commerce for Economic Affairs, noted that economic data "are designed to fit conceptually into a framework that has been worked out over the last 40 to 50 years by economists. The market system was in existence for several centuries before we knew how to measure what was going on."

Dr. Passer said there had been a large increase in demand for new types of data. "For example," he said, "in some cases, laws have been passed in the environmental area that require more data than now exists.

"We lack adequate measure of the quality of life. One of the central questions before us today is: what data do we need? and what data will we need in 1990?"

SPACE SHUTTLE—*Delegates examine the proposed space shuttle, a futuristic exhibit of the National Aeronautics and Space Administration. NASA's was among some 25 exhibits at the White House Conference on the Industrial World Ahead.*

Dean Osian McKenzie of the College of Business Administration at Penn State University, said, "What do we know about the social responsibility of business? How do we determine the social responsibility of an industry or a firm? Should Government decide? Should the cast of meeting social responsibilities be a part of doing business?

"Perhaps we should think about reporting social aspects of a business in other than financial terms if we are trying to determine the effectiveness of a company's role in society.

"For example, perhaps we need information on the well-being of employees—as reported by the employees themselves.

"What should be our social goals? What data do we need to evaluate our quality of life?"

Noting that opinion polls have indicated that the public's opinion of business is "not very good" Dean McKenzie said that, despite many unanswered questions, he believed that "business must act immediately or lose out completely."

One corporate executive asked, "How do you justify to stockholders the money spent meeting social responsibilities? You can

determine the costs to the firm but how are you going to measure the benefits to the company or to society?" He said that companies could not measure benefits because no satisfactory way had been found to measure such intangibles as national health, employment opportunities, the reduction of crime, and the status of the environment.

Another speaker said, "The Government so far has refused to compile and publish a single welfare index. The scientists and statisticians have insisted upon 'hard' data and objective criteria and have not accepted 'soft' data and subjective criteria."

New indicators

It was pointed out, however, that the Commerce Department's Bureau of the Census publishes many social indicators and is working on new ones.

Prof. Paul V. Grambsch of the School of Business Administration, University of Minnesota, who, along with Dr. McKenzie, was one of the theme-setters of the discussion, said, "Perhaps a firm will have to assume more responsibility toward its own employees. For example, after a person has been with a firm for a certain number of years, the firm will have to be responsible for the individual's general well-being after he has become obsolete in the job."

There seemed to be general agreement that job re-training and hiring of minorities were areas in which business should be involved but there were diverse opinions on how much business—or the local community, or national Government—should become involved in other social areas, and on what should be given priority.

One corporate president indicated that his company may have become too deeply involved in some non-business affairs in the community. "We have grown from a small business to the largest employer in the community," he said, "and if one of our employees runs for city council, we are accused of trying to take over city hall."

In discussing social responsibility, one executive said that governments also should be more aware of the total impact of business and he cited the example of a community, which, in his opinion, unfairly rejected a proposal for a new plant because of pollution problems.

"It should be noted," Dr. Passer said, "that this decision deprived many persons in that community of economic opportunities. These potential jobholders were in many cases disadvantaged persons of low-income and many were members of minority groups.

"I wonder if those persons were consulted about the decision. Also, the pollution standards that were set for the new company were tougher than those already in effect for existing plants."

Moon approach

One speaker suggested that an "Apollo moon-type" approach be used. "We didn't know for sure that we could go to the moon when the Apollo program started," he said, "but we spent $20 billion, hired experts, and we made it. There was hardly a college in the country that was not involved in some way. Perhaps we should do the same with social problems. Let's use a 'rifle' instead of a 'shotgun.' Let's pick out three things that will improve life in America; let's say, the solving of unemployment, air pollution and water pollution. Let's see if we can solve those problems, then turn to something else."

Another speaker said, "Perhaps the problems of social responsibility should not be defined in relation to business. Some people feel that business has an area of responsibility, the church has another, the worker has a still different responsibility, and perhaps even the non-working citizen has a responsibility. These private responsibilities must be meshed with government responsibilities. Social performance must be related to the whole community—not just to business."

In another workshop geared towards the *Future Aspects of Business*, Walter E. Hamilton, Executive Director of the National Industrial Pollution Control Council, who comoderated the session with William D. Lee, Executive Director of the National Business Council on Consumer Affairs, said that business needed to identify its demands and its role in society in order to cope with the responsibilities it will have to meet ahead.

Mrs. Virginia Knauer, the President's Advisor on Consumer Affairs, who was one of the theme-setters for the workshop, stressed that in order for business to cope with the future, it has to prepare for it now.

"Business," she said, "must learn to effectively anticipate future demands. In order to do so, it also has to understand those of the past and the present."

Listed among past and present problems, Mrs. Knauer pointed out three revolutions—the racial revolution, the environmental revolution, and the consumer revolution.

All three, she said, have a lot in common. However, two (racial and consumer) began with legitimate problems and concerns posted by a few, while the third (environmental) has been a mass movement, made even more of a crisis by media coverage and an influx from all segments of the country. Voluntarily, or by law, business had to respond.

Business response

"In fact," she stressed, "business has responded to all three issues. It's a better, different world today because of business.

"But new problems," she added, "will come up tomorrow."

Workshop participants agreed that there is a long way to go to establish support of all elements of society in the social issues. An effective network in the protection of women's rights has not happened. A massive effort is needed to support technology and research in order to meet the country's expected gains in productivity.

Crime rate acceleration must be dealt with. Human life-style happenings are extremely important. The push towards full employment in the Nation must be made.

Many emphasized that costly reforms cannot be made without business realizing profits, as well as having the motivation to make the reforms.

The combination of business, labor and education in the workshop also commented that business alone cannot make the changes.

AIRING THE ISSUES—*Panelists at one of the many workshops at the White House Conference are shown discussing details of industry problems and projections into the future, 20 years from now.*

All parts of the economy need to participate to shape a better tomorrow.

Among other suggestions, the feeling of this workshop was that business needed to define its role in social responsibility. Is it the role of the business, in fact, or of the businessman?

The need for discipline

All participants agreed that business does need a certain amount of discipline through government controls. However, several pointed out that it was time business began to participate in helping shape what national priorities should be. Business does not want to be an adversary, but wants to assist in setting up rules for good products, fair prices, honest advertisement, and, indeed, should even take the initiative in establishing such rules.

Education is something else that must realize some changes, with the help of business. Business should become an active member of the educational community, and actually help with vocational skills and expertise needed by the schools.

Along with teaching the next generation, who will be the leaders of tomorrow, how to earn their dollars, it will also be important to teach them how to spend these dollars in the more affluent society expected ahead.

In line with a series of national priorities suggested by this panel, a speaker at the Monday session proposed a similar situation. Arjay Miller, dean of Stanford University's

Graduate School of Business said that a National Goals Institute would be an aid to working out realistic and enduring social programs.

This Institute would help business by defining goals, allocating resources and shaping programs, with business participation.

"Business," said Miller, "must get into the planning process early and bring its experience to bear before programs are baked into law."

Picking up the check

He added that if business "does not cooperate in such planning, we can be sure that others will move ahead without us, leaving it to business to pick up the check, which will be larger than it might otherwise be."

Other tones of encouragement and discouragement were heard from other workshops held during the three-day conference. One thing was evident throughout the entire session—everyone is concerned and seemed anxious to do more than talk.

The future of what happens is, of course, up to the attendees. The Executive Director of the event, Robert W. Miller, hopes that the conferees will take home their thoughts and build them into progressive actions.

Secretary Stans said that, in fact, the United States Chamber of Commerce has already committed to take the concept of this White House Conference out to the grass roots of America in an effort to stimulate local conferences by individual chambers.

The last day of the conference was devoted to discussions of world trade as it may look in 1990.

And, Peter G. Peterson, selected by the President to succeed Maurice H. Stans as Secretary of Commerce, told the Conference delegates at this session that the task of increasing productivity "demands action."

Peterson, who serves as Assistant to the President for International Economic Affairs and Executive Director of the Council on International Economic Policy, urged the Conference to begin now to lay the base for a new international competitive effort by developing "our own sense of the future and ways to manage the future that are consistent with our own culture."

Peterson, reviewing the New Economic Policy introduced in the last half of 1971, said "if we had let things go along as they had been going, our assured awakening at some later date would have provoked the biggest international economic and foreign policy backlash in the century."

There must be a Phase III, Peterson stated, "and it relates to productivity.

"Achieving equity and responsiveness in the systems are absolutely necessary, but not enough," asserted Peterson.

"We cannot assume monetary and trade reform will be cure-alls," he added. "Even with these changes, the problems of dealing in a more competitive world will not be solved."

Peterson concluded that by 1990, full employment will require jobs for almost 100 million Americans, about 20 million more than at the beginning of the decade. The problem of finding jobs for this labor force will require both an economy growing at its full potential which, in turn, means exploiting to the fullest America's international opportunities, and a much improved system of fitting manpower skills to job requirements.

> ". . . ***American business has entered the Olympics of international economics. In order to have a decent chance at the gold medals, you are going to have to develop the very best personnel, the very best procedures, the very best equipment, the very best conditioning.***
>
> ***"And you of course must develop that most elusive, yet absolutely crucial, asset of the competitive athlete—the spirit and will to compete.***
>
> ***"The role of government, as I see it, will be to provide the environment, including the rules and umpiring, to help you condition for the final heats—and the gold medals."*** ***—Peter G. Peterson***

Secretary of Labor James Hodgson forecast that public demand will set the course of labor negotiations of the future.

"Public demand, not the wishes of labor or management, is the force that will shape future changes in collective bargaining," Hodgson said. "Public interest, not private influence, will prevail."

He said that at one time a strike primarily hurt the participants, but through the years management and labor have learned ways to minimize the effects on themselves, and now strikes."

Hodgson said the future will bring legislation and some changes worked out by the bargainers themselves.

—White House Conference

Nationwide Campaign To Boost Minority Enterprise Program

Black, Indian, Spanish-Speaking Businesses To Be Expanded Under Federal Assistance

More than 40 organizations across the United States have been awarded contracts totalling approximately $16 million in the beginning of a nationwide campaign to expand the capabilities of minorities into the businessworld through technical and managerial assistance.

The contracts are part of President Nixon's new $40 million program to stimulate minority enterprise across the Nation.

Giant steps

Over the past two and one half years, giant steps have been taken by the agency created to coordinate both private and government programs to make black, Indian, Spanish-Speaking and other minority groups part of the American free enterprise system.

The progress made by that agency, the Commerce Department's Office of Minority Business Enterprise, is summed up by retiring Secretary Stans in a foreword to the second annual report of the office, "Progress Of The Minority Business Enterprise Program."

Stans said in the report that perhaps "the most significant achievement during these two years of intensive effort is the fundamental fact that Government and private sector both have come to understand the practical means of developing business opportunities for minority Americans."

When OMBE was organized no such understanding existed. In fact, while there were a few loan and assistance programs, little was known of the full extent of the Government's capabilities, and, as Stans pointed out, there was no accurate assessment of available Federal resources.

Furthermore, there were no precedents of plans in existence for the kind of coordinated effort that has resulted in a carefully developed, integrated set of programs which help develop and expand minority-owned businesses. An informal type of partnership between Government and business now is in motion.

MINORITY-OWNED PLANT—*Employees of Lee Dico Corp. work on shipping pallets produced in the firm's new plant in Odenton, Md. The 100-pound wooden pallet is being produced for the General Services Administration through a Small Business Administration contract of Federal procurement.*

The report highlights an impressive list of accomplishments that can be attributed to OMBE for the fiscal year 1971.

In spite of this, however, it emphasizes that much more needs to be done, and stresses that "the big task is ahead."

With the approval of Congress for an additional $40 million to be added to its budget for this fiscal year and with its requested $60 million budget for fiscal 1973, the Commerce Department's Office of Minority Business Enterprise is now in a position to give that badly needed extra help.

Realizing that the goal of the Administration is to get to the root of the problem, not just to treat its symptoms, OMBE is proposing to build this new program from the bottom up.

To do this, the agency first had to identify what kinds of assistance are needed to carry out a comprehensive program of help to minority business enterprise, then to define the most effective means of delivering that assistance, and, finally, to determine what kind of organizational structure and levels of funding would best assure that delivery.

OMBE, after an indepth exploration of the problem, discovered ten areas where assistance is needed to develop a firm structure for minority-owned business expansion:

- Identifying and attracting qualified or qualifiable entrepreneurs.
- Gathering data on markets, business opportunities, sources of capital, sources of education and training, and sources of other needed assistance.
- Securing help in developing business plans and loan applications, and in finding and obtaining the capital and other assistance resources required to start or expand a business.
- Implementing initial and follow-up counseling (both 'crisis' and routine), business analysis and feasibility studies, general management services (legal, accounting, etc.), and specialized technical assistance (advertising, quality control inventory management, etc.).
- Developing special aid to construction contractors in such areas as bid preparation, obtaining surety bonds, work scheduling, bookkeeping.

- Instituting exchange of data among local businessmen, and sponsoring joint projects to increase sales (or decrease costs); e.g., vandalism prevention, crime prevention, sales promotion.
- Finding more effective and wider access to markets, business opportunities, and capital.
- Initiating business education and training, including all of the major skills involved with entrepreneurship.
- Creating resource surveys in all of the major target cities to determine on a current and comprehensive basis precisely what resources are available, in terms of potential entrepreneurs, business and market opportunities, sources of capital, technical assistance, on-going programs of aid by organizations, companies, colleges, and individuals, scope and nature of existing minority business.
- Putting special focus on businesses of scale and substance, with high impact and visibility for both minority *and* majority populations.

According to John L. Jenkins, Director of the Commerce Department agency, OMBE has now begun to deliver this kind of assistance to minorities already in business and those who want to enter the private enterprise system.

"The key aspects of delivering this assistance are important," he said.

Jenkins pointed out that the delivery system should be *local*, in both structure and emphasis. "Minority enterprise—particularly at this stage in its development," he emphasized, "is essentially a local phenomenon, and any assistance it receives, if it is to be effective, must be delivered locally, close to the scene of the action."

In addition, the new "OMBE" is being developed to be primarily oriented toward the *private* sector, recognizing the paramount importance in the U.S. economy of private resources (capital, markets, training) in an effort designed to foster business.

At the same time, however, the new program is being developed to take full advantage of the *public* resources (capital, markets, training), available at the Federal, state, regional and local levels of government.

"Our new program," Jenkins said, "will be comprehensive in scope. It also is being developed with a business-like approach."

New Program Proposed Funding Office Of Minority Business Enterprise

($ In Thousands)

	FY 1972 *	FY 1973
Community Investment		
—Local business development	$24,020	$28,270
—Construction contractor assistance	2,000	2,000
—Minority business and trade assistance	1,500	1,575
—National business development	800	1,200
Private Investment		
—Business Resource Centers	3,800	8,300
—Private Resource Programs	600	1,450
—Contracted Support Services	780	1,450
Government Investment		
—State and Local OMBE's	2,100	3,450
Business Management Development	1,400	3,025
Experiment and Demonstration	1,000	2,080
	$38,000	$52,800

This does not mean, the OMBE Director stated, that innovative procedures will not have a place in the program. "Indeed, they must," he said, "but they will be pilot-tested to determine their realism before we give them large-scale implementation."

Full use will continue to be made of the existing organizations and institutions which have already proved their worth through the pioneering stages of the agency.

Jenkins stressed that the impact of the new program will be realized through a "wholesale," rather than "retail", operation.

He noted that "The Small Business Administration, Commerce's Economic Development Administration, Agriculture and Interior all maintain special lending programs whereby they furnish direct loans or they guarantee loans for minority businessmen. In this capacity, they deal directly with the individual entrepreneur.

"OMBE, to avoid duplicating or overlapping these efforts and the administrative expertise these agencies have developed," he continued, "will deal almost exclusively with organizations and institutions—which in turn will deal with individuals."

These local organizations will be the heart of the new OMBE effort, and the great majority of new funds now available will be allocated to them this year.

According to the second annual OMBE report, present plans call for about 70 such organizations to be in affiliation and funded by the end of fiscal year 1972, and about 100 by the end of calendar year 1972.

CHICAGO FIRST—*More than 500,000 people jammed the Ampitheatre in Chicago for the display of ware by more than 300 black-owned businesses at the First Annual Black Minorities Business and Cultural Exposition, another example of progress.*

John L. Jenkins
OMBE Director

"OMBE will not be involved in financing individual businesses," Jenkins added. Such funding will come from the sources previously mentioned.

Creating the appropriate organizational structure to carry out the new comprehensive program and establishing the dollar cost fell into place easily.

The existing structure of OMBE, addressing as it has the three "constituencies" of the Office—the minority community, the private sector and the government sector—correlates readily with the new program.

The only substantive organizational additions required will be an office of field operations, to negotiate with and monitor OMBE's contractors and grantees, and to supervise the field force of OMBE representatives; a small office to advise the Director on matters relating to program planning, development and evaluation; and an expanded chief counsel's office, to prepare and review legislation and to review proposed contracts and grants.

The field, of course, will be an extremely valuable element of the new program. In the field, OMBE will have to assure that all of the necessary business resources (capital, market and business opportunities, specialized technical assistance, education, training) are available at the local level—"housed" in local institutions responsive to the needs of minority businessmen.

These field organizations include:

Local Business Development Organizations—Community sponsored organizations selected for their demonstrated or potential expertise in assisting minority businessmen. The LBDO can be likened to a minority business-oriented management consulting firm, which will identify qualifiable entrepreneurs, help them to formulate their business ideas, test the feasibility of these ideas, help in preparing business plans and in applying for loans and government guarantees, help to implement approved "packages" and counsel the entrepreneur on a continuing basis.

Business Resource Centers—Staffed organizations created and assisted by local private leaders, designed to assist the local business development organizations, MESBICs, commercial banks and other elements, by generating greater availability of private resources—especially in the area of management and technical assistance.

Construction Contractors' Assistance Centers—Essentially, LBDOs which focus their efforts within the specialized area of construction contracting.

Local Minority Businessmen's and Trade Associations — Peer-group associations of either diverse minority entrepreneurs or those of a single trade. Functions will be largely determined by their membership, but will usually focus around exchanging information and techniques, joint purchasing or

promotion, prevention of vandalism and sponsoring special projects for the membership.

Local Management Development Programs—There are essentially three kinds of such programs: short courses for broad exposure to business techniques and sources of assistance; more intensive training in single areas such as accounting; on-the-job management internships designed to impart pragmatic "tricks of the trade." Sponsors of such programs vary from trade associations to majority corporations to local universities and community colleges.

The OMBE Field Representative—An employee of OMBE chosen for his experience and talent in minority economic development. The OMBE Rep's primary role will be to establish and guide the local program by involving more persons and organizations in the effort, promoting communication and coordination among the involved parties, and monitoring and assisting local OMBE-funded entities.

Minority Business Opportunities Committees—Continuance of the standing committees of Federal Executive Boards whose role is to bring together local heads of government agencies to generate greater availability of government financing, procurement opportunities, technical advice, and other business resources.

Special Projects—High-visibility ventures, such as shopping centers, industrial parks, and other enterprises of particular significance to be instituted in many target population centers. This will also include experimental and demonstration projects.

National action

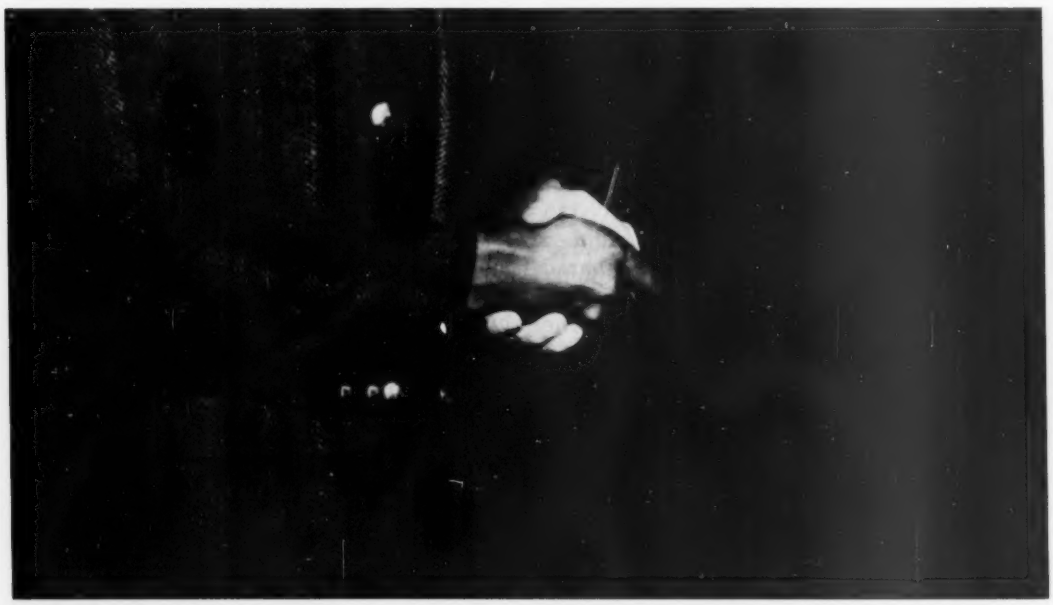
At the national level, the overall minority enterprise program of OMBE will be assessed in terms of specific indices (business starts, expansions, failures, and transfers); types of business and size; and kind of industry (retail, service, manufacturing).

The progress of the new program will be measured by the extent to which the goals established for certain key indicators are achieved—each shortfall will be evaluated to determine the validity of the goal that was missed and what further actions are required to meet the goal.

Jenkins said that OMBE has made an impressive start in performing its essentially catalytic role in assisting minority business enterprise development. "With the expanded and improved program that can be set in motion as a result of the expanded OMBE budget," he said, "the agency is in a position to build upon its sound accomplishments to date."

The catalytic role will continue, but the overall effort will grow to meet more of the demand for minority business assistance.

—Office of Minority Business Enterprise



SYMBOLIC HANDSHAKE—*Black and white join in a symbolic handshake that is the trademark of a new campaign to stimulate minority business enterprise in a $40 million program for fiscal 1972.*

Analysis Of Trade Deficit Points To Product Areas Of High Future Interest

Year's Export Growth Slows, Imports Speed Up; Benefit Seen In Recent Currency Realignments

An analysis of the U.S. foreign trade position, which dropped sharply into the red in 1971, points to product areas—both in exports and imports—that will be watched closely by trade observers in 1972.

The merchandise trade balance showed a deficit for the first time in this century. This reflected sluggish export growth and a vigorous rise in imports. Realignment of currencies should in due time have a favorable effect on the U.S. balance.

U.S. exports, excluding military grant-aid, increased only 2 percent last year to a total of $43.6 billion. This was a marked slowdown from the 14 percent growth recorded in 1970. Imports, on the other hand, climbed 14 percent in 1971 to $45.6 billion, compared to an 11 percent rise in the preceding year. As a result of these divergent trends, the merchandise trade balance shifted from a surplus of $2.7 billion in 1970 to a deficit of $2 billion, a turnaround of nearly $5 billion.

The slackening in foreign demand for U.S. products was primarily the result of widespread slowdowns in economic growth abroad last year. Exports were particularly hard hit by the weakness in investment expenditures in Western Europe and Japan which contributed to the stagnation in the level of U.S. sales of machinery. Moreover, smaller increases in industrial production in major markets depressed deliveries of industrial supplies and materials. Most of the export growth last year stemmed from greater shipments of transport equipment and agricultural commodities, two groups of products whose exports are not closely related to cyclical developments in foreign economies.

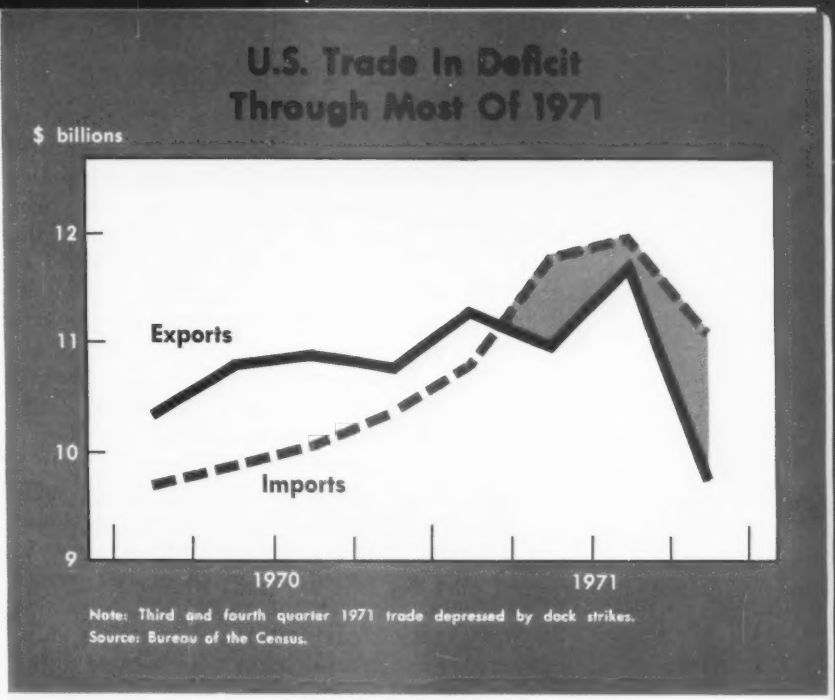
The pickup in the U.S. economy after the recession of 1970 helped spark the faster growth in imports last year. The strength of the rise in U.S. foreign purchases, however, was substantially greater than would ordinarily have been anticipated, given the relatively modest recovery in American business activity. An important stimulus to the import advance was the hedge buying against possible strikes in the metals industries and at the ports, although some of the high stock levels were worked off later in the year. Moreover, the sharp expansion in consumer expenditures spurred heavier imports of consumer goods.

Prolonged dock strikes at West Coast ports, lasting from July 1 to Oct. 6, and at East and Gulf Coast ports, between Oct. 1 and Nov. 26, severely distorted the quarterly pattern of U.S. foreign trade in 1971. The outflow and inflow of commodities prior to the strikes rose to above normal levels, declined sharply during the port closures, and re-

bounded when the strikes ended. For the year as a whole, trade in both directions was lowered by the dock strikes. Their effects on the merchandise balance cannot be estimated until more information on post-strike developments becomes available.

Under the President's New Economic Policy, a 10 percent import surcharge was imposed on most dutiable imports from Aug. 15 until almost the end of the year. Also, major foreign currencies appreciated relative to the dollar starting in May with the floating of the mark and spreading when the dollar's link with gold was suspended. The resulting improvement in the U.S. competitive position, however, probably had little impact on either exports or imports in 1971, because of the considerable time required for buyers to respond to changing prices and to shift the sources of their purchases.

Price increases added substantially to the value of foreign trade last year although the increases were more moderate than in 1970. The gain in the export unit value index exceeded the rise in U.S. sales to foreign markets, indicating an export decline in real terms for 1971. On the other hand, although import prices increased more, the volume of goods entering the country, nevertheless, advanced significantly.



Nonfarm exports show little growth

Nonagricultural exports in 1971 rose only marginally to $35.8 billion as slackening of economic growth in major markets weakened foreign demand for most U.S. products. The advance was sharply below the 13 percent rise recorded the previous year and less than any gain recorded in over a decade.

The advance in nonfarm exports was concentrated almost entirely in transport equipment. On the strength of greater aircraft deliveries to a wide range of markets and a sharp rebound in automotive shipments to Canada, sales of this equipment were $1.4 billion above the 1970 level.

In 1971, automotive products exported to Canada rose 31 percent to $3.3 billion after a 10 percent decline the previous year. Besides the makeup in shipments following settlement of the GM strike, passenger car sales were stimulated by a rise in Canadian demand for larger models, most of which are manufactured in the United States. Greater auto demand here mainly accounted for the 23 percent advance in deliveries of parts and accessories to Canadian facilities for incorporation into compact and subcompact models to be sold in this country. Shipments of trucks and buses also gained substantially.

Reflecting largely the rise in deliveries of jumbo jets to 39 from 19 in 1970, sales of aircraft and parts increased by 28 percent to reach $3.4 billion. Shipments of civilian planes to the Netherlands, Australia, and Japan were especially buoyant while those to France and Canada declined sharply from their high 1970 levels. Exports of used aircraft doubled in value as U.S. airlines replaced their older models with the new generation of wide-bodied planes. In addition, military aircraft sales rose by a third, attaining the largest value in more than a decade.

Following the vigorous 1970 advance of 15 percent, machinery exports remained virtually unchanged as the slowdown in economic activity abroad depressed foreign investment spending. This was the poorest performance since the late fifties when sluggish demand in major markets reduced these exports.

Increases in exports of nonelectrical machinery were limited to a few lines. Principal strength was in sales of power generating machinery which increased by one tenth because of greater demand for aircraft and automotive engines. The market for U.S. rolling mill equipment was also buoyant as steelmaking facilities expanded in Italy and Latin America. Reduced or slower deliveries were more widespread.

Shipments of metal cutting tools fell by a fourth as sales to Canada plummeted mainly

from reduced requirements of automotive plants. Moreover, sales of nonagricultural tractors contracted as did construction equipment. Exports of conventional office machinery were also cut back, notably to the United Kingdom and Japan. In contrast to 1970 when deliveries surged by one half, shipments of electronic computers and parts showed only a negligible rise. Computer exports to France and West Germany advanced more slowly while sales to the United Kingdom and Japan actually declined.

Sales of electrical machinery rose only 2 percent after a much larger gain in 1970. Greater deliveries of generators to South American markets and industrial controls to Canada accounted for much of last year's advance. Exports of radio and television broadcasting equipment also grew as shipments of color equipment were boosted to the expanding television network in Canada. Countering many of these increases, exports of semiconductors fell, particularly to Japan, West Germany, and Switzerland.

Following a 13 percent increase in 1970, deliveries of chemicals showed no gain. This continued the pattern of alternating years of strong growth and little or no change that has characterized U.S. chemical sales to foreign markets in recent times. Nuclear materials were the most expansive chemical export, doubling last year as new atomic power plants opened in Germany, Japan, and Switzerland. Deliveries of agricultural chemicals also advanced. On the other hand, after rising by one fifth in 1970, shipments of organic chemicals fell as manufacturing capacity in Europe increased. Sales of medicinals and pharmaceuticals, particularly to Belgium and Bermuda, declined.

The slowing of industrial production in Western Europe and Japan weakened demand for a wide range of U.S. materials. Following the 26 percent advance in 1970, steel shipments dropped by $428 million. Exports of primary forms plummeted by almost 75 percent, largely from reduced shipments to the United Kingdom, West Germany, and Argentina, while deliveries of plates and sheets also fell sharply.

The bulk of the $232 million decrease in ferrous scrap deliveries reflected the decline in Japanese steel output. Higher prices moderated the fall in the export value of coal, with sales to Japan and West Germany sustaining much of the $60 million decline. For the first time in many years, substantial coal deliveries were made to the United Kingdom as the British stockpiled fuel in anticipation of a strike by their miners.

Falling demand and increasing supplies abroad (combined with a strike threat in the U.S. industry early in the year) acounted for the 45 percent fall in aluminum sales. Shipments to France, West Germany, and Japan were especially hard hit. Reflecting reduced availabilities of Chilean-origin copper for further processing here, shipments of the refined product were off $109 million. Smaller shipments to Japan were principally responsible for the steep decline in exports of copper ore and scrap from the high levels of 1970.

Among the products selling well in foreign markets were paper and paper products which registered a 10 percent gain in deliveries mostly to Canada and U.S. subsidiaries in Europe. Photographic equipment and supplies also had further substantial advances in exports.

Cotton, soybean exports rise

Agricultural exports rose more slowly than in 1970 but reached an all-time high of $7.8 billion. Reflecting cotton shortages abroad and higher prices, U.S. shipments of this fiber rose $212 million last year. Deliveries to mills in the Far East, particularly in Japan and Taiwan, accounted for much of the advance.

Buoyant foreign demand raised exports of soybeans and soybean products but at a more moderate rate than in 1970. Increases mainly to the countries of the European Economic Community were partially offset by reduced deliveries to Canada for transshipment to other countries. Exports of dairy products advanced sharply as shortages developed in the world butter market. U.S. butter inventories were used to fill U.K. requirements

Turnaround Shown In Exports Of Key Industrial Supplies

Millions of dollars

Commodity	1970 Value	1971 Value	1970 change from 1969	1971 change from 1970
Iron and steel mill products	1,188	760	+247	−428
Metal ores and scrap	939	486	+228	−453
Logs and lumber	549	471	+ 78	− 78
Wood pulp	464	351	+182	−113
Aluminum	358	197	+ 64	−161
Copper	358	265	+ 76	− 93

when supplies from Australia and New Zealand proved insufficient.

Limiting the overall rise in farm shipments, tobacco exports decreased last year as the flow to Japan contracted by two-thirds. This decline more than countered the rise in shipments to the EEC stemming from stockbuilding primarily in anticipation of the East and Gulf Coast dock strike and greater demand for high-quality American tobacco.

In a reversal of the steep rise in 1970, deliveries of grains were also lower due to improved crops abroad. High prices earlier in the year, leading to substitution abroad of locally grown wheat and barley for animal feed, lowered corn exports. Deliveries were reduced especially to Japan, Mexico, and Britain. Despite greater loadings of rice in the second half of 1971, sales for the full year dropped almost 20 percent as supplies increased in the Far East. Wheat sales to markets abroad held at the 1970 level.

Machinery Exports Level Off

	1971		1970
	Value	Change from 1970	Change from 1969
	$ million	Percent	Percent
Machinery, total	11,847	+ 1	+ 15
Electronic computers, other office machines	1,521	— 2	+ 47
Materials handling equipment	590	— 3	+ 14
Nonagricultural tractors	509	— 11	+ 15
Construction and excavating machinery	410	— 6	+ 13
Metalworking machinery	405	+ 2	+ 15
Solid state semiconductors	371	— 11	+ 21
Textile machinery	170	— 11	+ 28
Electron tubes and parts	105	— 14	+ 37

Consumer import surge led by autos

More than half the overall U.S. import advance was attributable to the steep rise in purchases of foreign consumer goods. Paralleling the faster increase in consumer expenditures last year, these imports climbed 23 percent to $15.7 billion. The growing preference for foreign-made products further stimulated the inflow. Thus, consumer goods imports (excluding Canadian-made cars) accounted for 5.4 percent of U.S. personal expenditures on goods last year compared to 5 percent in 1970. It was the eighth consecutive year this ratio has advanced.

Of the nearly $3 billion increase in consumer goods, about two thirds consisted of automobiles and parts from both Canada and other countries. Reflecting a sharp advance in sales of American models, and, to a lesser extent, makeup deliveries following the GM strike, imports of cars from Canada rose by one third to $2.4 billion.

Arrivals of foreign-type cars also rose rapidly, likewise in response to the strong market in this country. Purchases from the two leading suppliers, West Germany and Japan, accounted for most of the 43 percent step-up to $2.7 billion. Japan had the more striking gain, thus boosting its share of foreign car imports into this country to 39 percent (in terms of units) compared to only 10 percent in 1967. Over the same period, West Germany's share slumped to 43 percent from 68 percent. Imported cars (other than from Canada) increased to 15.3 percent of total U.S. auto sales in 1971 from 14.9 percent the previous year, the smallest gain in this ratio since 1965.

For the third year in a row, purchases of motorcycles, mostly from Japan, climbed rapidly. The import rise of three fifths to $497 million in 1971 reflected both increased demand and the growing popularity of bigger, more expensive models.

After relatively slow growth in 1970, imports of television receivers were up sharply last year despite the depressing effects of the West Coast dock strike which held down imports in the third quarter. Greater demand and a shift in the composition of arrivals to more expensive sets were the key factors in the advance. On the other hand, imports of radios, also adversely affected by the strike, showed little change for the second consecutive year.

Industrial supplies jump

Although industrial production in the United States was virtually level last year, imports of industrial supplies climbed strongly. Rising 12 percent to $17 billion, these products remained the largest of the United States' import groups. Although the uptrend was widespread, two products, steel and petroleum, accounted for two thirds of the increase in supplies from abroad.

Expansion in steel imports was 31 percent, boosting the total to $2.9 billion. Purchases rose sharply in the first half of the year, mainly as a hedge against a possible steel strike on Aug. 1 but dipped only slightly after agreement was reached on a new labor contract. The surge in U.S. demand coincided with larger foreign export availabilities resulting from weaker markets abroad.

The inflow of crude petroleum advanced

Consumer Goods And Industrial Supplies Lead Big Import Rise

Millions of dollars

	1971	
	Value	Change from 1970
Consumer goods, total	15,721	+2,952
New cars and parts	7,153	+1,935
Clothing	1,521	+ 252
Motorcycles	497	+ 190
Footwear	758	+ 129
Television sets	415	+ 100
Industrial supplies, total	16,969	+1,852
Steel	2,871	+ 680
Petroleum	3,318	+ 558
Lumber	768	+ 252
Textile supplies, materials	1,412	+ 203

steeply in 1971, following a slight decrease the year before, mainly because of larger quotas for Canada, the lower cost of tanker shipping, and higher prices. Receipts from the Near East posted the biggest jump, after drops in each of the preceding three years.

Stimulated by a record level of U.S. housing starts in 1971, imports of lumber, principally from Canada, recovered from their decline the previous year with a climb of one-half. The strong demand led to sharply higher prices, which accounted for much of the value increase. Imports of plywood also recovered from a drop in 1970 as arrivals from Korea and Taiwan moved up strongly.

Arrivals of industrial and agricultural chemicals also climbed significantly, by 14 percent, reaching almost $1 billion. Big increases were recorded in coal tar intermediates and benzenoid colors, dyes, and stains used to manufacture plastics and synthetic fibers.

Purchases of aluminum, mainly from Canada, were up by nearly two fifths, mostly from inventory-building prior to the renewal of labor contracts in the U.S. in May.

Slower rise in capital goods

Imports of capital equipment totaled $5 billion, one-tenth higher than in 1970. This was the slowest increase since 1963 and reflected the pronounced deceleration in purchases of machinery from abroad. Nevertheless, foreign capital goods (excluding trucks) increased their share of U.S. expenditures on producers' durable equipment from 7.4 percent in 1970 to 7.7 percent last year.

The rise in machinery imports was only 8 percent, in contrast to 18 percent in 1970. Purchases of office machines, electric power machinery and switchgear, and electronic components all advanced at a considerably reduced pace last year, while arrivals of metalworking machinery fell sharply. On the other hand, purchases of textile machinery surged again in 1971. The major contributor was the jump in knitting machines from Western Europe used to produce the fast selling double-knit fabrics. Entries of television broadcast apparatus and telephone equipment also rose rapidly.

In a reversal of the downturn in 1970, imports of trucks from Canada recorded a big gain last year. Small trucks from Japan also climbed steeply but their value was much less than that from Canada. Arrivals of aircraft were also higher, mainly reflecting larger receipts of parts from Canada under "offset" agreements related to the sale of jet transports.

Small gain in food imports

Foods and beverages showed the slowest rise among major imports. Purchases were up 3 percent compared with an 18 percent climb in 1970. At $6.4 billion, these arrivals accounted for 4.9 percent of U.S. expenditures on such products, the same as the previous year's share. All leading foods and beverages followed the pattern of smaller growth rates.

Imports of coffee, which had increased strongly in 1970, had only a fractional gain last year. Although quantities received were a tenth higher, mainly from the sharp inventory build-up prior to the East and Gulf Coast dock strike, prices were down significantly. Entries of fresh and frozen beef also advanced slightly. Mainly because of Australia's reduced availabilities for the U.S. market, purchases of beef dropped in volume and prices increased. Fish likewise became more expensive due to strong world demand; the value of these imports had a sizable rise of 11 percent.

Trade with Canada boosted

Trade with Canada expanded sharply in both directions. Although imports from Western Europe and Japan again rose to significantly higher levels, exports to both of these areas dropped. A modest gain was recorded in sales to developing areas, principally from greater deliveries to the Near East and Africa. These two regions, together with East and South Africa, provided most of the substantial increase in purchases from the less economically advanced nations.

—Bureau of International Commerce

Departing Stans Predicts $100 Billion GNP Growth, Unemployment Dip In '72

In Final Press Conference As Commerce Head, He Foresees Solid Achievement In Coming Year

An increase of $100 billion in the Nation's production of goods and services, and a gradual and significant decline in unemployment during the year, were foreseen by Maurice H. Stans in his final news conference as Secretary of Commerce.

Wide range of subjects

In response to questions, Mr. Stans said the U.S. balance of payments would be substantially improved in 1972, that there is a "fighting chance" the value of exports will equal imports this year, that the increase in capital investment may well exceed nine percent in 1972, that with a strong recovery underway inventories should advance also, that the productivity rise in 1972 should be better than in 1971, and that he hoped textiles made of synthetic fibers could be brought under agreements similar to those existing for cotton goods.

Asked whether his economic forecast for the year involved any change from earlier predictions, Secretary Stans replied: "My economic forecast is almost precisely the same. And I am backed by the economists in the Department here . . ., and that is for an increase in gross national product of $100 billion in 1972, which would provide for a six percent real rate of growth. That's what we had in the last quarter of last year; so it is not unattainable by any means.

"The leading indicators are running very strong, in fact they've been going up since last April. And they have been telling us that the economy was getting stronger.

"I think that it's about time we begin to

Commerce Lists Activities

The Department of Commerce released the following summation of Department activity over the last three years as Maurice H. Stans held his final news conference as Secretary:

Mr. Stans made 638 public appearances, consisting of 145 news conferences, 95 press interviews, 43 TV interviews, 20 radio interviews, testimony before Congress 25 times, 206 speeches, and 104 other public appearances.

He visited officially nearly 100 cities in 29 States, and traveled on official missions to the following 32 countries: Belgium, The Netherlands, West Germany, Switzerland, Italy, France, Great Britain, Japan (twice), South Korea, Taiwan, Hong Kong, Yugoslavia, Ethiopia, Portugal, Kenya, Canada, Venezuela, Argentina, Uruguay, Brazil, Colombia, Jamaica, Nicaragua, Spain, Ireland, Greece, Romania, Iran, Austria, Sweden, Soviet Union, and Poland.

The duties and responsibilities of the Secretary were expanded significantly while Mr. Stans was Secretary. The Secretary is now a member of the Cabinet Committee on Economic Policy, the Cost of Living Council, the Domestic Affairs Council, the Council on International Economic Policy, the Interagency Export Expansion Committee, of which he is Chairman, the Oil Policy Committee, the President's National Commission on Productivity, the President's Committee on Consumer Interests, the Cabinet Committee on Construction, and the National Council on Indian Opportunity.

New agencies

New agencies established were: The Office of Minority Business Enterprise; The National Oceanic and Atmospheric Administration; The Bureau of Domestic Commerce; The National Industrial Pollution Control Council; The National Business Council on Consumer Affairs; The Office of Telecommunications; Social and Economic Statistics Administration; The National Technical Information Service, and the Ombudsman for Business.

accept the fact that we are in a period of very high production, output, income, sales, housing, and a great many other elements in the economy, and stop listening to the political accusations that the economy is in poor shape. That's a lot of nonsense. It's at a very high level."

"A great deal has been made of the fact," he said, "that unemployment in 1971 started and ended the year at the same percentage of about six percent. Now when you look behind the figures you find that we added 1,700,000 jobs in 1971. That was more than two percent of the work force. And that is quite a bit more than in any normal year in the past, almost double. The reason that did not reduce unemployment is that an awful lot of new people came into the work force to absorb those jobs.

"It would be my judgment that with the economy moving up we will create another million and a half or more jobs in 1972, and the work force will not increase proportionately, so that we can have a significant decrease in the rate of unemployment."

With regard to the balance of payments and the trade balance, he said: "Certainly it's going to be substantially improved in 1972.

"For the first months of the year I think imports are going to continue to outrun exports. By the summer there should be a clear signal that the relationship between the two is getting much closer, and hopefully by the end of the year exports will be exceeding imports."

"I have been a proponent of the value added tax for at least two years, ever since I studied the impact of it on U.S. foreign trade. It is a very discriminatory arrangement, permitted under the GATT (General Agreement on Tariffs and Trade).

"One way to deal with it is to go to a similar tax system in order to compete."

Commenting on capital investment and inventories, Secretary Stans said: "The official estimates of the Department of Commerce are that in 1972 capital investment by business will increase 9 percent. I have an instinctive feeling that it will be more than

During Last Three Years

Enlarged activities

The following activities of the Commerce Department were expanded: Enactment of the Merchant Marine Act of 1970 created a new national maritime policy and construction goal of 300 U.S. ships in ten years.

Enlargement of United States Travel Service in budget and activity.

Initiation of efforts to increase trade in non-strategic goods with the Soviet Union and other Socialist countries.

Removal of more than 2,000 items from the restricted list for trade with Socialist countries.

Stimulation of administration initiatives to provide tax incentives for exporters and unlimited Eximbank credit.

Expansion of government overseas marketing efforts, through trade shows, fairs, exhibits and new Trade Centers.

Establishment of a new program to gather and analyze information on the activities of multinational corporations.

Development and administration of new adjustment assistance program for American businesses injured by imports.

Expansion of the Federal regional commissions for economic development.

Expansion of economic development assistance to Indian reservation.

Promotion of the National Industrial Materials Commission, to develop means of assuring needed long-range supplies of essential raw materials and resources.

Completion of the 1970 Decennial Census, the most accurate in history.

Technology

Advances in technology over which the Commerce Department has jurisdiction included the following:

Issuance of the NBS Metric Study, with recommendations that the nation adopt the metric system.

Accelerated Weather Service research into hurricane control and weather modification, and improved satellite usage.

Accelerated examination and issuance of patents, especially those affecting pollution control.

New technology initiatives in fire research, standards, atmospheric research, oceanography and other matters, under the President's technology program.

that, because I think people are still estimating conservatively what they will do," he said.

Questioned whether his higher production estimate for 1972 involved an increase in worker productivity, Stans replied: "Normally . . . we have calculated on a 3.2 percent annual productivity gain. In 1971 it was a little better than that. In 1972 it ought to be somewhat better still. This is characteristic of an upswing. People are not added to payrolls until there is certainty that they are going to be needed. Hours of work tend to extend, and they have been extending."

Asked about a mechanism to enforce recently-signed textile agreements, Stans said that "having gone through three years of travail to reach agreement with these other countries, we don't propose to allow them to be weakened by default.

"I think there is no question," he added, "but what somewhere along the line there will be multi-national negotiations in the field of textiles and it would be my hope that they would bring textiles made of synthetic fibers under agreements similar to those that now exist with respect to cotton goods."

In response to other questions, Stans said:

"I think that except for the possibility that we might begin to shift taxes within the United States from property taxes to something else, there is no necessity for increasing taxes in the foreseeable years, and by that I mean another three, four or five years."

"These (U.S. Government) deficits have been incurred in part because of the necessity of stimulating the economy and because there are a lot of automatic stabilizers that are built into our Government program.

"Now as to controls, I would say business has welcomed the controls . . . and has conformed to them very effectively. . .

"The businessman, of course, wants to be rid of the controls as quickly as possible. But he accepts them as a means of getting inflation under control. And I think we all hope that we can be rid of them soon. But we all recognize that that depends upon the degree of cooperation that we get from labor, from business, and from the general public."

DOMESTIC BUSINESS REPORT

- National Maritime Council means unity
- Five-state Regional Commission appointed
- Ombudsman idea picking up steam
- Census housing data helps business
- Phase one taking off in travel survey

Needed-A Maritime Service Next To None

"For our Nation's economic strength. . . . For our national defense. . . . For building bridges to the world, and going through trade barriers to peace—we need a maritime service that is second to none," Secretary Stans has told promoters of U.S. flag shipping services.

'Unity dinner'

The Secretary's concluding address to the maritime industry was made at a "unity dinner" of the National Maritime Council Region Action Group in New York earlier this month.

Activities of the Council, an industry-labor organization created last June to promote more cargoes for U.S. merchant ships, span the Nation in a kind of "coming together" on a regional basis.

The coast to coast campaign is opening the door to closer communication between the shipper and the united maritime industry representation, a first step toward increasing cargo for American ships.

In Denver, leading representatives of the maritime industry briefed Rocky Mountain area importers and exporters on the benefits of using American flag ships. The two-day conference which brought shippers and shipping lines together, was sponsored by the Council's Western Region Action Group.

In his address to the Eastern Region Group, Stans said America's maritime industry draws tremendous potential from the promised Trans-Alaska pipeline, export expansion, and expanded East-West trade.

With the Nation's economy improving generally, America's maritime fleet also can look forward to the best health it has had in many years, Stans told the group.

Beyond this, he added, the proposed Trans-Alaska pipeline offers perhaps the greatest single opportunity for new cargoes and new jobs that the American fleet has ever had.

A fleet of some 30 new super tankers would be needed to carry North Slope oil from Southern Alaska to the West Coast, and constructing them would pump an estimated $1 billion through the shipbuilding industry into the economy.

Expanding exports

Asserting that maritime's second great potential is "the tremendous effort we are making to expand American exports," Secre-

tary Stans said. "Our achievements up to this point have been the direct result of a number of steps we have taken to make exporting easier and more attractive for everyone involved, including the expansion of export credit and approval of the DISC proposal as an export incentive. . . ."

A closely related maritime potential is the expansion of East-West trade, the Commerce secretary stated, adding that in this we have made a very significant beginning, and we may be on the verge of opening major new markets for American goods and commodities.

Non-tariff barriers

Bringing down some of the non-tariff barriers to trade that have built up over the past decade will further broaden the maritime industry's potential, according to Stans.

"In this we have the simple goal of restoring world commerce to a condition of fair trade under reciprocal competitive rules which do not discriminate and which do not divide the world into hostile trading blocs," Stans concluded.

To meet the changing world trade scene, Stans said American business must re-sharpen its own competitive skills and put its great technological abilities to work faster and more productively than ever before.

"American labor must be given the tools and technology to increase its productivity, and we must remove the artificial barriers to great productivity that have cut into our competitive abilities," he continued.

"We must persuade our trading partners to remove or modify their non-tarrif barriers to commerce, and reverse the rising tide of discrimination," he continued further.

These can be accomplished, he said.

The U.S. has called for a world conference to deal with trade problems, Stans pointed out, and the European Community has indicated its willingness to discuss these matters.

"We have also made progress toward the resolution of some of our differences with Japan," he added.

Economic health

Asserting that the U.S. can and must do more, Stans said, "We must have an understanding by our own people at home, and by our trading friends abroad, that we must use in our own interest, because a healthy America is in the world's best interest, and we will remain economically healthy only if trade is truly fair and open."

Commending the "unity dinner" group for a "very welcome and important change coming about within the maritime industry," Secretary Stans said the only way industry and its allies can realize the full potential that now exists is to stop the inter-family warfare in which everyone gets cuts and bruises.

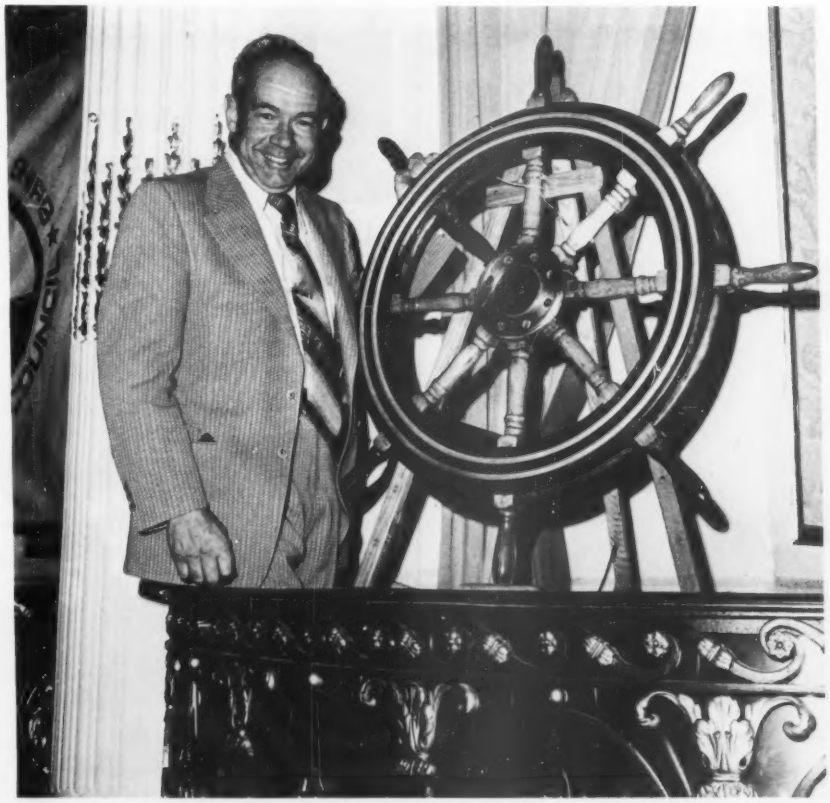
The dollars that go abroad in foreign flag ships will never come back unless we have a healthy, competitive maritime industry of our own and it will be healthy only when the spirit of unity becomes the fact of daily practice, he concluded.

Two chairmen

James R. Barker, president of Moore-McCormack Lines, is chairman of the Eastern Region Action Group. The Western Region Action Group chairman is Robert E. Benedict, president of American Mail Lines, Ltd.

Stimulus for establishment of the National Maritime Council was furnished by A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs.

—Maritime Administration



SHIP'S WHEEL—*Bruno H. Voegele, traffic manager of Brown Boveri Corp., North Brunswick, N.J., won the Ship's Wheel of the Eastern Region Action Group, National Maritime Council. Voegele is shown at the "Unity Dinner" in New York.*

Five Governors To Launch New Regional Program

Governors of five states will participate in formal designation of the Upper Missouri River Regional Commission Feb. 23rd in Washington.

New development region

The new commission, which embraces the states of Montana, Nebraska, North Dakota, South Dakota and Wyoming, was designated by Secretary Stans late last month to operate as an economic development region. It is the sixth established under Title V of the Economic Development Act.

Governors of states in the new region will attend a luncheon with Secretary designate Peter G. Peterson, Under Secretary James T. Lynn and Robert E. Ruddy, special assistant to the Secretary for Regional Economic Coordination. A ceremony at the Commerce Department will follow the luncheon.

"The new commission avoids the fragmented planning approaches of the past and will foster planning on an entire state level, a principal feature of President Nixon's revenue sharing program," retiring Secretary Stans pointed out. "The states involved have demonstrated a strong desire to utilize the commission for such purposes and with this new approach they will be in a better position to utilize revenue sharing funds effectively."

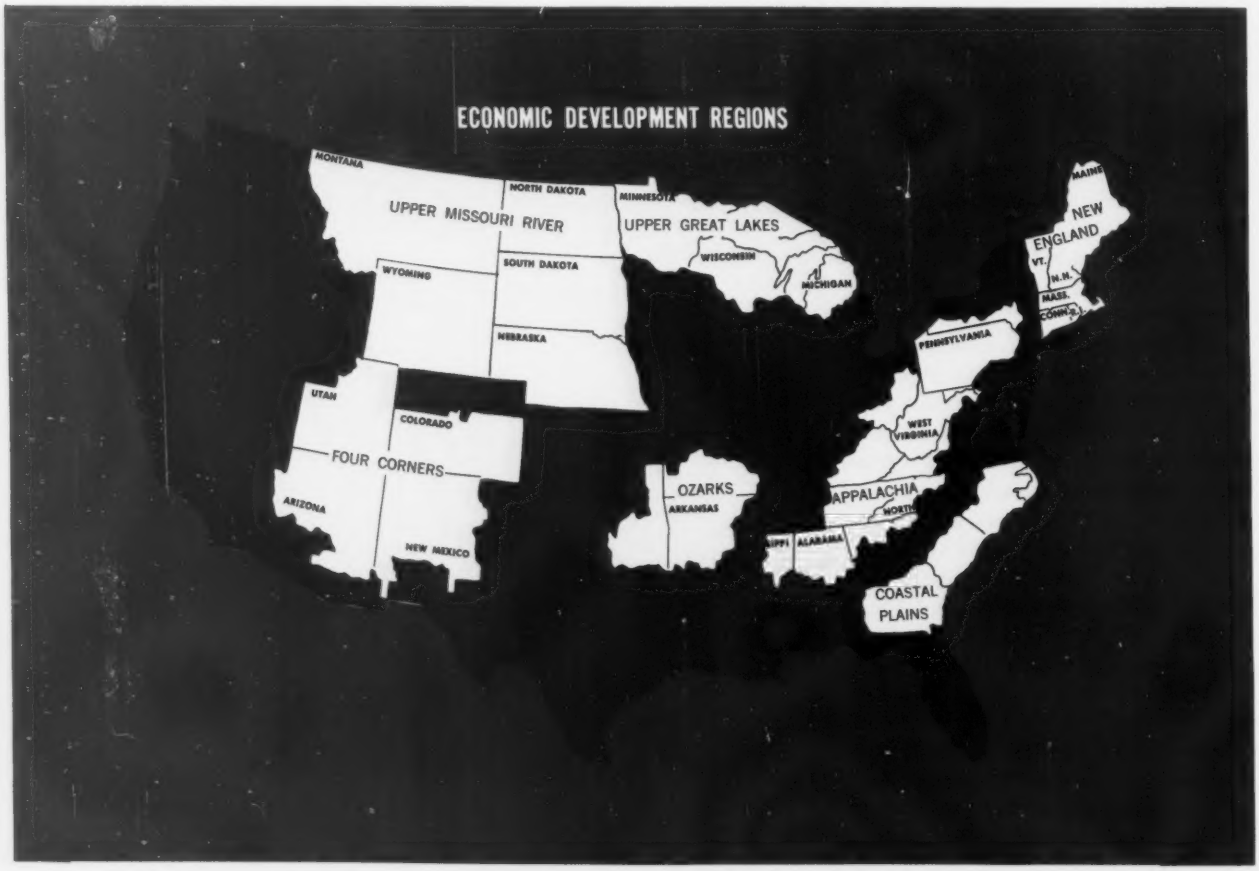
The Secretary said $300,000 would be obligated for administrative costs of the new commission. The commission's purpose will be to coordinate the preparation of a regional economic development plan.

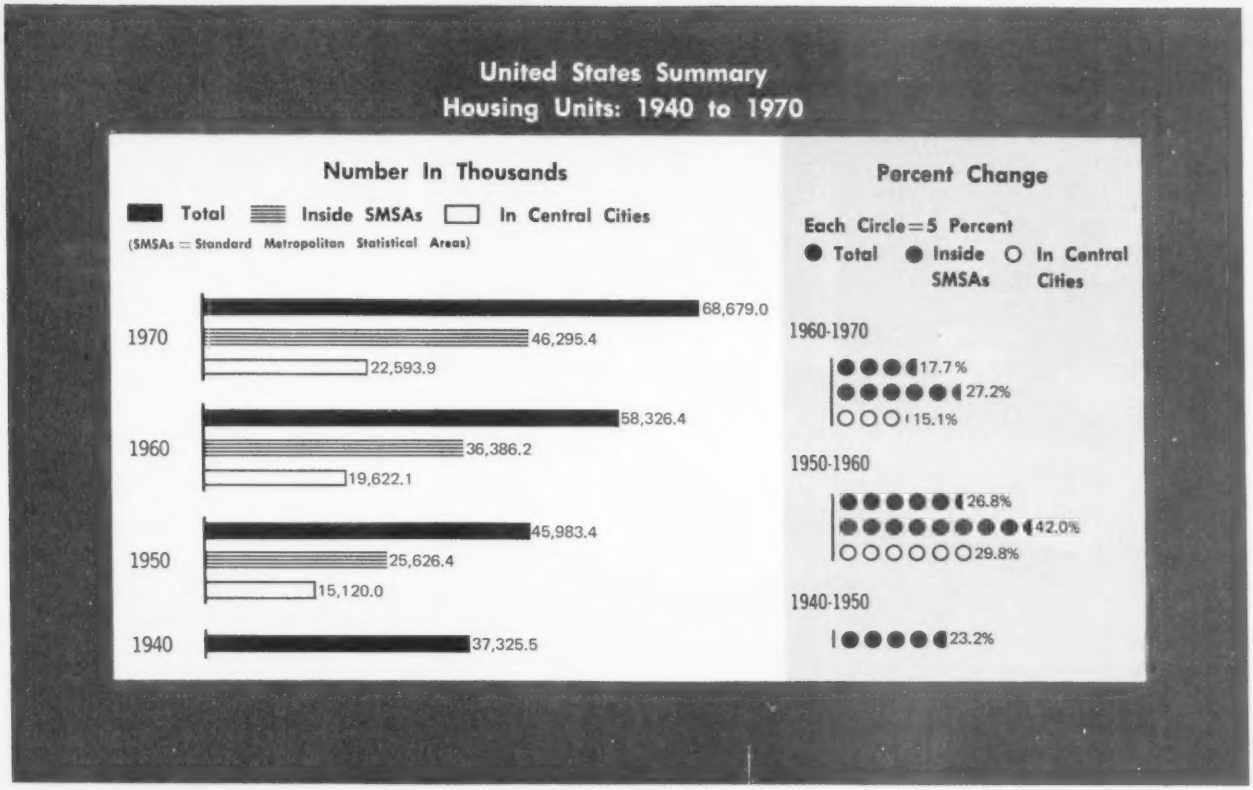
The new commission represents a Federal-state partnership in which state and Federal officials jointly plan a development program to overcome problems of lagging economies in this multi-state region. Members will be the governors of the states and a Federal cochairman who will be nominated by the President.

Two governors

Upper Missouri River governors are Forrest H. Anderson of Montana, J. James Exon of Nebraska, William L. Guy of North Dakota, Richard F. Kneip of South Dakota, and Stanley K. Hathaway of Wyoming.

Other Title V Commissions are New England, Coastal Plains, Ozarks, Upper Great Lakes and Four Corners. The Appalachian Region is under a separate program. —*Regional Commissions*





Housing Summary Gives Business Market Information

Detailed characteristics of the Nation's housing in 1970 are shown in a 236-page report issued late last month by Commerce's Bureau of the Census.

The report completes the series on general housing characteristics from the 1970 census. The series included reports from each of the States, the District of Columbia, and the Nation's outlying areas. Extensive tables in the report present final totals for data reported in preliminary form early in 1971.

Information included in the tables show that from 1960 to 1970:

—The number of housing units increased from 58,300,000 to 68,700,000, or 17.7 percent. The gain included a 27.2 percent boost in housing units in Standard Metropolitan Statistical Areas and a 15.1 percent advance in units in central cities.

—The number of one-person households increased from 7,100,000 to 11,100,000.

—The number of housing units occupied by owners increased from 32,800,000 to 39,900,000, or nearly 22 percent.

—The number of housing units with more than one person to a room dropped from 6,100,000 to 5,200,000, or nearly 15 percent.

—The number of housing units with deficient plumbing declined from 16.8 percent of the total counted to 6.9 percent. Deficient plumbing is described as lacking one or more of the following: flush toilet and bathtub or shower for exclusive use of the household and hot piped water.

—Values of owner-occupied homes and the contract rents of those living in rented units advanced sharply. Median values of owner-occupied homes rose from $11,900 to $17,000 and median monthly contract rents jumped from $58 to $89 in current dollars.

—The number of housing units in structures with more than one unit, mainly apartments, rose from 13,800,000 to 18,900,000.

The report presents housing data for the U.S. as a whole, for its four major census regions and their nine divisions and for the 50 States and the District of Columbia. In addition, data are presented for housing located inside and outside the Nation's Standard Metropolitan Statistical Areas, their central cities and suburbs, and for urban and rural areas. Information also is presented for individual Standard Metropolitan Statistical Areas and for places with 100,000 inhabitants or more.

(The report, HC (1)-A1, General Housing Characteristics, United States Summary, may be ordered from the U.S. Government Printing Office, Washington, D.C. 20402 or from any Commerce Department field office located in 42 cities throughout the Nation. The price is $2.00 per copy.)

—Census Bureau

OMBUDSMAN DISCUSSION—*Participating in Ombudsman discussions in the Commerce Department's Under Secretary's office are (from left) Thomas E. Drumm, Jr., Ombudsman for Business, William N. Letson, General Counsel, Department of Commerce, Ralph Perk, Mayor of Cleveland and the Under Secretary, James T. Lynn.*

Ombudsman Offices Opening Up As Result Of Federal Concept

The new approach to better business-government relations which was begun last year in the Federal Government, the Ombudsman for Business in the U.S. Department of Commerce, has met with such success that state and local governments, private firms and organizations are setting up their own ombudsman offices.

New ombudsmen

The State of Ohio has already launched its own Ombudsman, patterned after the Commerce office. Senator Jacob Javits of New York State has introduced S.2200 into the Senate, calling for Ombudsmen in Congress and five departments of the Executive Branch. The New Jersey Legislature has the appointment of a State Ombudsman under consideration.

In Pennsylvania, the Governor has issued an Executive Order to create a Businessman's Ombudsman for the Commonwealth, and representatives from that state have visited Thomas E. Drumm, Jr., the Commerce Ombudsman, to discover how his office was set up and operates. Drumm has also provided the Office of the Mayor of the City of New York and Cleveland with guidance on creating an Ombudsman for Business

Delegate Robles of the Philippines is planning a visit to the Commerce Department for a briefing on Ombudsman activities. The Canadian Embassy has been given advice on setting up an office of its own. Three foreign services officers have already been briefed.

In addition, business itself has been expressing important interest in the concept. Pan Am, Union Carbide and others have established Ombudsmen as a result of the effective government and business-wide reception of the Federal office.

In his Third Quarter Report to the Secretary of Commerce, the Ombudsman was able to affirm that the objectives in creating the office are being met. "Improved communications and understanding between Government and business, and increased awareness of Government services to the business community are being advanced," said Drumm.

Record month

During the month of January alone, 422 new cases were handled by the Ombudsman Office. This record month surpassed the last all-time monthly high of working with new cases which occurred in December, when 331 cases were undertaken. To date, the Ombudsman has handled more than 3000 individual problems, arriving by letter, telephone call or personal visits. "And, more sophisticated, diverse, demanding and complex problems are reaching the Ombudsman's desk daily," Drumm pointed out.

Last month he received a cry for assistance from Vermont, the only state from which communication had not come through. The Ombudsman now has clients in all 50 states, the Virgin Islands, Puerto Rico and 22 foreign countries.

Drumm said that lively interest continues to be shown by American

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

business in the "biggest customer in the world, the U.S.A. and its interest in planned procurement."

He added that many clients were concerned with overseas markets for U.S. goods, government financing, Federal loans, grants and guarantees, and research and development activities in the Federal establishment.

Heavy traffic in recent days from business and government has been in reference to DISC, Occupational Safety and Health, the dock strike, trade with Russia, bloc countries, China, India and a number of other countries, U.S. Postal Service expansion projects, the Technologies Opportunity Program.

Complaints and inquiries continue to reach his desk on import impact, wages and hours, Phase II, procurement opportunities, domestic and international market data, export promotion and controls, exports of agricultural products, and the usual problems of minority entrepreneurship.

The "good offices" approach is constantly in use to expedite actions and decisions, as well as to settle disputes between business and government agencies.

A successful business symposium held in Seattle late last fall may also result in further sessions of this type this spring, where the Ombudsman can go to other areas and meet directly with businessmen needing help with their relations with the Federal Government.

Users of this on-the-spot government-wide service which "cuts red tape" in the Capital have included the business public, small, medium and large firms, minority enterprises, academia, trade associations and other trade related organizations, professional societies, students, attorneys, CPAs, Washington representatives, members of Congress, economic and industrial development commissions and other entities of state and local governments, banks, individuals and others.

Phase One Beginning For 1972 Travel Survey

What is the pattern of travel by Americans when they take trips of 100 miles or more?

Finding answers

To find the various answers to this question, Commerce's Bureau of the Census has launched a National Travel Survey as the first phase of the 1972 Census of Transportation. The first one-third of 24,000 questionnaires has been mailed to selected households throughout the Nation. The households in the sample have been chosen in such a way as to present a broad picture of where Americans go on longer trips, how they travel, where they stay and eat, whether the trips are for leisure, or business or emergency purposes, how many nights the travelers remain away from home, periods of travel, and the like.

The information obtained will be used by governmental and private agencies in planning the improvement of highways, airports, railways stations, and other transportation facilities, as well as by restaurants, hotels, motels, recreation areas and others in preparing to meet the needs of the traveling public.

In an era when travel is increasing rapidly, details on the preferences and habits of travelers have wide significance, and are of major importance to the economies of every State in the Union. Travel is a dominant or important segment of the economies of numerous areas. The quantity of travel, the accommodations used by travelers, and other related factors affect the large number of persons employed in the travel, transportation, and allied industries and in turn the national economy.

The second one-third of the travel questionnaires will be mailed in March, and the third in April. After that, the families in the survey will receive follow-up questionnaires at three-month intervals throughout the year to build up a record of their travels at home and abroad. Information collected will be published as seasonal travel data and as a profile of travel for 1972. The first results of the survey will be published in December.

The first travel survey was taken in 1963 as part of the first Census of Transportation, and the second in 1967. The Census of Transportation is concerned primarily with the movement of people and goods, and is one of a number of censuses, called the Economic Censuses, which measure the Nation's business and industrial activities. They are now taken in years ending in "2" and "7," so that subsequent censuses will be taken in 1977, 1982, etc.

—Census Bureau

Calendar For Businessmen

Feb. 23-24—Seattle, Wash.—Symposium on Oil Pollution, The Environment and Puget Sound, at Olympic Hotel.

Feb. 28—Tucson, Ariz.—Program on the Computer in Finite Element Analysis of Ship Structure, sponsored by the American Bureau of Shipping and the Division of Continuing Education of the University of Arizona.

March 7—New York City—Input-Output Conference, "Successful Techniques for Business Planning As Used in the Private Sector," sponsored by The Institute for Interindustry Data, the North American Society for Corporate Planning, The Institute for Management Science, and the New York Business Service Office, U.S. Department of Commerce at the New York Hilton. Contact The Institute for Interindustry Data, Inc., G. H. Blackett, 212-265-2666.

SCIENCE & TECHNOLOGY REPORT

- Lake study slated to mitigate pollution
- Plumbing industry looks to research
- Scientists chart vast oceanographic probes
- Frequency measurement breakthrough means finer accuracy
- Increased production of liquefied gas prompts study
- Patents of special interest

Lake Study Slated To Mitigate Pollution

A concentrated year-long study of Lake Ontario is being undertaken beginning April 1 by scientists of the U.S. and Canada in an effort to improve the scientific basis for management of Great Lakes water resources. Ultimate benefits to business and industry along the Great Lakes system are expected to be substantial.

Universities and government agencies from both nations will set up a network of towers and buoys in the lakes, and use ships, aircraft, weather stations, and satellite data to gather information about the 30,000-square mile drainage basin of Lake Ontario.

This program, the first coordinated effort between the U.S. and Canada with specific scientific objectives, is known as the International Field Year for the Great Lakes (IFYGL). Commerce's National Oceanic and Atmospheric Administration is heading the U.S. portion of the study.

Task of the IFGYL scientists will be:

- To report the condition of the lake, specifically the hydrological, chemical, and biological features;
- To describe the lake's processes, and the interrelationships among the hydrological, chemical, and biological elements;
- To create computer models that will enable scientists and others to predict the effects of proposed changes in lake uses or lake environment.

Pollutant circulation

The scientists will measure what goes in, what comes out, how lake waters and their pollutants circulate, and how the chemical and biological factors of the lake change in response to circulatory and seasonal variations.

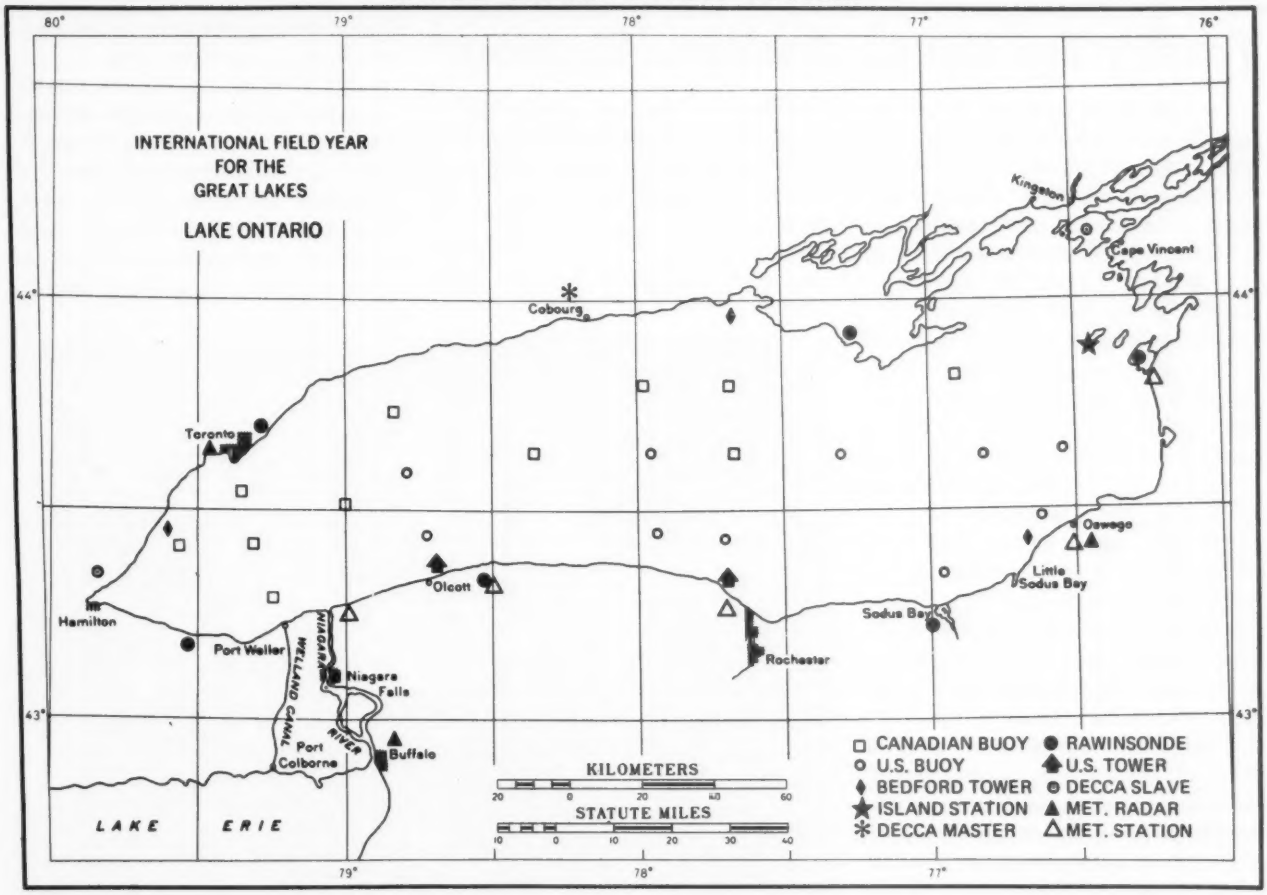
Although the Field Year studies will concentrate on the Lake Ontario basin, they are so structured that most of what is learned will apply also to the Upper Lakes.

Lake Ontario was chosen for the study because it is generally typical of the Great Lakes, except for Lake Erie, the shallowest of the lakes, it is located in a growing population center, is convenient to study, and is already showing signs of deterioration due to the stress of human activities along its shores. Ontario receives heavy pollution from Lake Erie and the Niagara River which connect the two.

A major problem of lake management that will benefit from this year-long study is pollution control. IFYGL data will permit experts from both nations to assess more completely the ecology of Lake Ontario, and better determine how detrimental actions can be mitigated to prevent further deterioration of lake waters.

Another major lake management problem of great economic importance, control of lake levels, will also benefit. Variations in lake

IFYGL OBSERVATION SYSTEM



levels affect hydroelectric power, navigation, and shore erosion. Their control is subject to international regulation under the International Joint Commission by adjusting outflow through dams on the St. Lawrence River near the outlet of the lakes. IFYGL data will provide improved predictions of lake levels, thus making possible better decisions about lake management.

Improved weather forecasts and mathematical modeling of lake- or ocean-atmosphere interaction should also result.

Major research vessels to be provided by each nation will serve as a primary data gathering system. The vessels will make detailed measurements of meteorology and subsurface water characteristics, and will obtain water samples for biological and chemical data.

Specially instrumented buoys and towers make up a second major data gathering system. For the first time, a buoy system will provide time series data in the lake on air and water temperature, humidity, air pressure, wind speed and direction, precipitation, radiation, and currents.

Precipitation monitoring

Another major data gathering system is based on three weather radars—at Toronto, Buffalo, and Oswego, N.Y.—that will provide precipitation monitoring.

The fourth major data system will be rawinsonde stations for upper air soundings. Advanced wind sounding instrumentation will make possible not only the standard pressure and temperature measurements, but more precise tracking of the balloons, thus providing very exact wind speed and direction measurements.

Aircraft will be used for boundary layer measurements. Others will utilize remote sensing to obtain surface temperature, snowpack, and ground moisture information not previously available.

The five major data gathering systems will be supplemented by hundreds of temperature, river, and rain and snowfall measuring stations that dot the basin on both sides of the international boundary. Stream gaging stations on all major streams and rivers monitor the water flow. Water levels in wells will be checked periodically, and soil moisture studies will be undertaken periodically to find rates of water infiltration.

Various other government departments are also participating.

—NOAA

Plumbing Industry Looks To Research Facility For Better, Cheaper Systems

In order to update plumbing practices in this country and provide more economical plumbing systems, a research facility has been established at Commerce's National Bureau of Standards to respond to the needs of the plumbing industry, city and state regulatory bodies, and Federal agencies.

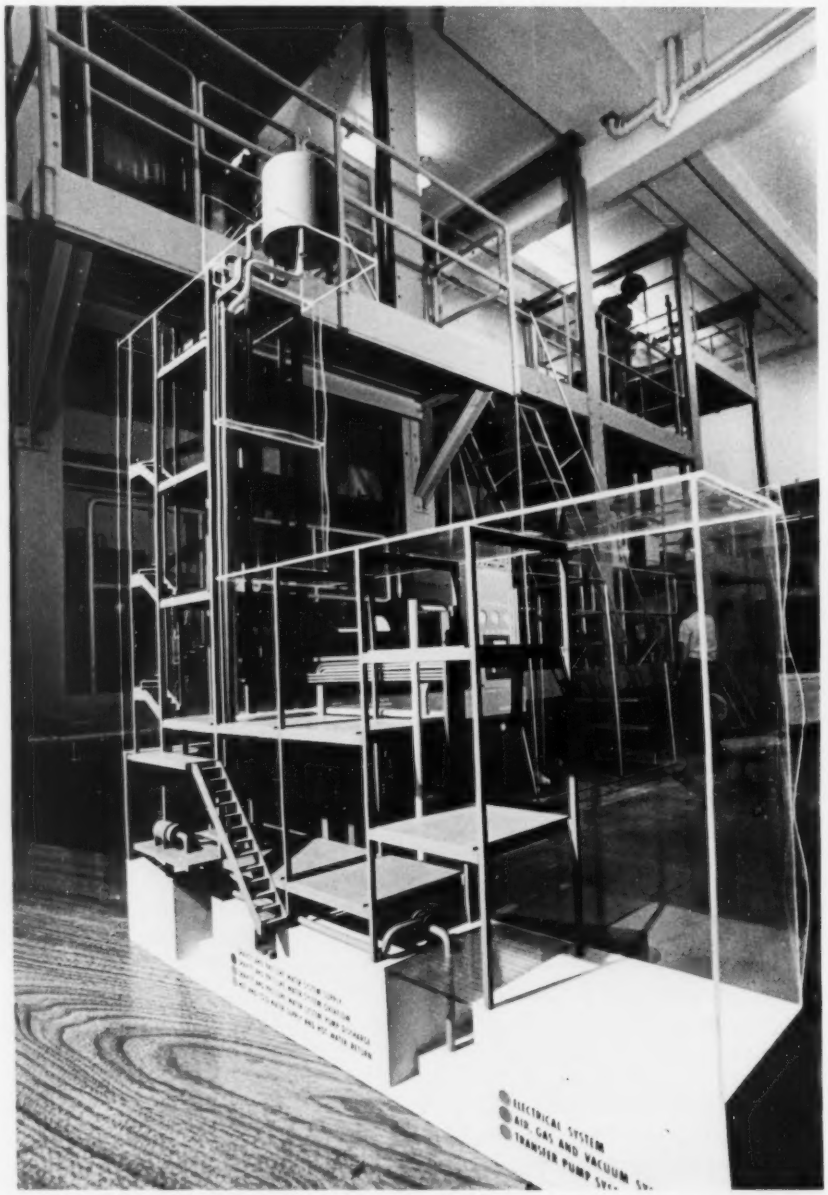
The laboratory consists of a medium- and a low-rise tower-type test facility equipped with a modern electronic data acquisition system and supporting instrumentation for retrieving and computer processing of experimental data through the Bureau's central computer. The design of the facilities was derived from the Bureau's long experience in plumbing research and from recent surveys of European laboratories.

First, the facilities will be used to meet some of the more urgent needs in the area of plumbing innovations and evaluations for the nation's housing and later for other types of buildings. It is anticipated that this work will be supported by a combination of funds from other Federal agencies or industry associations that have a major interest in plumbing engineering or plumbing standards.

Extensive exchange of information with government departments and the industry has determined that several existing or potential programs offer unique opportunities for cost savings and needed improvements in the current criteria and tests for design and evaluation of plumbing systems. Included among these are the following:

- Investigations to update and expand existing criteria for determining safe economic design fluid loads for plumbing under service conditions.
- Studies to establish suitable criteria for evaluating the hydraulic performance of innovative types of plumbing systems such as single-stack and vacuum drainage systems, reduced-size venting, and other simplified piping designs.
- Development of criteria and tests for evaluation of the performance of plumbing piping, with particular attention to the effects of thermal, chemical, mechanical, and corrosion environment.
- Development of updated and expanded criteria for determination of functional effectiveness of plumbing equipment and devices.

The new laboratory facility provides for a recirculating water supply at any realistic constant, predetermined pressure under



PLUMBING RESEARCH—*First two stories of a new plumbing research facility at the National Bureau of Standards is seen through a model of the entire facility. Work here is expected to update plumbing practices in housing.*

variable demand up to at least 300 gallons per minute. More precisely controlled flow rates under variable demand up to approximately 1,000 gallons per minute can be produced at somewhat lower heads.

Cold and hot water, compressed air, vacuum, gas and electrical services are provided. A universal instrumentation wiring distribution system has been provided that permits the ultimate in flexibility and ease of data logging, and makes it possible to utilize either the modern high-speed digital-data acquisition system or standard instrumentation, or to employ both at the same time.

This system will be supplemented and serviced by appropriate display and control modules, signal conditioning equipment, transducers, and calibration facilities. The central data acquisition system has been designed for use in the field as well as to provide long needed data on all major types of plumbing system loads.

The tower system is designed to accommodate initially tests of up to five-story systems. Tests of systems up to seven stories can be made by taking advantage of an adjustable floor-height feature incorporated in the design. The facility provides for testing of split-level systems as well as traditional types. The facility is designed to provide for the testing of several systems at the same time. For example, initial tests are to be conducted simultaneously on a simple stack, a split-level design and a five-story design. Facilities for the performance evaluation of a variety of plumbing devices, fixtures, and appliances, are provided.

—National Bureau of Standards

Iowa Gets Weight Standards

Iowa is the 33rd State to receive a new set of weights and measures standards under a program to replace the standards of all 50 States. The sets include standards of both customary and metric measurement systems.

Scientists Chart Vast Oceanographic Probes Around World During 1972

Along the Atlantic, Pacific, and Gulf coasts extending to the Caribbean, the North Atlantic, and the far Pacific, Government scientists this year will conduct important oceanographic investigations directly or indirectly affecting tomorrow's consumer and the nation's business community.

They will probe the oceans, including the land beneath and the air above, the coastal waters and estuaries of the United States, the submerged continental shelves, the treacherous currents that endanger seamen and their craft, and the piscine activities of some of the water's abundant aquatic life.

Some work will be glamorous; much of it will be routine.

The mysterious internal waves, which undulate below the surface of the sea, will be probed, as will the mountains, ranges, canyons, and massive fractures in the earth at the bottom of the sea. And scientists will seek additional evidence of the movement of the continents and sea floor spreading. Others will conduct fishery investigations.

Marine charting

While the larger seagoing vessels are carrying on these activities, smaller vessels of the Commerce fleet will be conducting marine charting surveys; measuring the currents along the coasts and in estuaries, bays, and harbors, and scouring coastal sea lanes for submerged wrecks, pilings, abandoned oil drilling equipment, coral and rock formations, and other dangers to sea commerce and recreational boating.

The scientists and the ships on which they sail are part of Commerce's National Oceanic and Atmospheric Administration.

This year, as during the past few years, NOAA scientists from the Miami-based Atlantic Oceanographic and Meteorological Laboratories and Seattle's Pacific Oceanographic Laboratories are interested in continuing research on the interrelated theories of continental drift and sea floor spreading. According to the continental drift theory, the earth at one time had one or two large land masses which began to split some 200 million years ago. As the sea floor spreads, according to the theory, the continents are drifting at about one inch or so a year.

Scientists seeking additional evidence concerning these theories will spend about four months in the region stretching from the Hawaiian Islands to the submerged continental margin of Asia. Their task will be to make a comprehensive geophysical survey of an ocean corridor extending half-way across the Pacific.

For the third successive season, geological and geophysical studies will be conducted along a comparable 200-mile-wide corridor of the Atlantic Ocean extending from Cape Hatteras, N.C., to Cap Blanc, Africa. This is the path that Africa and North America are believed to have taken when they split and drifted apart.

Geophysical surveys along the continental shelf will be conducted along the Pacific coast as well as systematic deep ocean surveys in the north-central Pacific.

Internal waves

Mysterious internal waves, the undulating motion of the water beneath the surface of the sea whose origin and effect are not precisely known, will come under further study off Vancouver Island, Canada. Together with west coast institutions, a study will also be made of that equally strange phenomenon of the sea, the upwelling of nutrient-rich colder water from

deep beneath the sea surface. This study will be partially supported by the National Science Foundation.

In cooperation with U.S. personnel, scientists and students from Mexico, Jamaica, Trinidad, Tobago, Venezuela, and Colombia, will participate in the multi-nation effort to determine the physical, chemical, biological, fisheries, and other oceanographic characteristics of the Caribbean area. This project is known as the Cooperative Investigation of the Caribbean and Adjacent Regions —*NOAA*

Frequency Measurement Breakthrough Will Improve Instrument Manufacturing Accuracy, Permits New Progress In Pollutant Studies

Manufacturers should achieve finer accuracy in instrument manufacture and other precision equipment as a result of a recent breakthrough at Commerce's National Bureau of Standards. Scientists there successfully achieved the highest frequency measurement ever made.

By measuring the frequency of an infrared laser whose wavelength was already known, the team of scientists laid the groundwork for linking the international standards of length and time.

Dr. Lewis M. Branscomb, Bureau Director, said of this linking:

"Ever since Albert Einstein showed that time can be considered the fourth dimension of the space in which we live, scientists have looked forward to the possibility of using one gage or yardstick not only for the three dimensions of space but for the fourth dimension of time as well. To interchange clocks and rulers, scientists must know the speed with which light travels which is equal to its wavelength times its frequency. With this demonstration that both the space (wavelength) and time (frequency) dimensions of a single light source can be measured with prodigious accuracy, this goal is now within our grasp.

Universal constant

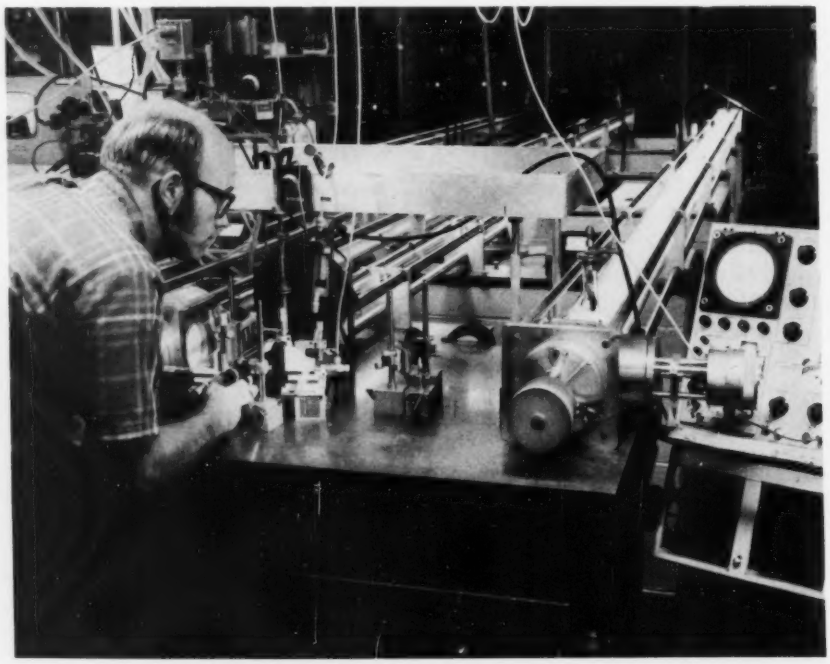
"A 30-fold more accurate determination of the speed of light should be possible," Branscomb added, "suggesting that this universal constant of nature might some day be assigned an arbitrary number, with only one standard used for both length and time measurement."

In the meantime, a more accurate value for the speed of light will be of great value not only to the space scientists in tracking satellites and space vehicles and the astronomer in measuring interplanetary distances, but to all physicists who must use this constant of nature in many of their calculations.

Environmental scientists will find that improved control of precisely tuned lasers will permit new progress in the study of minute quantities of pollutants.

Highest frequency

The experiment, conducted by a team of four scientists at the NBS Boulder, Colorado, laboratories, found the absolute frequency of the helium-neon laser to be 88,376,245,000,000 hertz (cycles per second), only a factor of 5 lower in frequency than visible light. This highest frequency measurement yet made by man represents a 100-fold increase in the span of frequency measurements over the last four years and surpasses the recent record achievement of a team of Massachusetts Institute of Technology scientists. Prior to this measurement, frequencies this high had to be calculated by dividing the speed of light by the measured wavelength. However, frequency-measuring techniques are more than 10,000 times more accurate than wavelength-measuring techniques.



INVESTIGATING HIGH FREQUENCIES—*Dr. K. M. Evenson, NBS physicist, adjusts the focus of a helium-neon laser while working on the highest frequency measurement to date. Many groups will benefit from this measurement breakthrough.*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Bone and meat separator. Apparatus for separating meat from bones and gristle to provide an edible food product. The apparatus includes a number of pairs of counterrotating rollers having helical grooves in which the rollers are spaced slightly apart to permit soft meat to be pulled between the rollers while the harder bone and gristle will not pass through. The helical grooves cause the material on the upper portion of the rollers to be moved lengthwise of the rollers and simultaneously rotated or tumbled so that substantially all of the meat will be removed from the bones. Patent No. 3,629,902 issued to Gordon C. Leonard, Dalton, Ga. and assigned to Meat Separator Corporation of Dalton, Ga.

Apparatus for controlling oil slicks. An apparatus for controlling oil slicks which incorporates a number of modular flotation tanks joined together to form a closed structure, with a large gate to allow the structure to be positioned around an oil slick and control curtains extending vertically downward from the structure beneath the surface of the water and around the oil slick. Patent No. 3,630,033 issued to Ralph L. Tuttle, 7135 Hollywood Blvd., Hollywood, Calif. and George T. Lister, 3511 Fernwood Ave., Los Angeles, Calif.

Vehicle enclosed railway transportation system. The system consists of a streamlined multicar vehicle and a complementary rail guideway. The vehicle is an elongated train of one or more cars of unitized tubular construction, having tapered nose and tail portions. The cars are supported on wheeled trucks, the wheels extending from the sides of the body in a manner that the body is effectively suspended between the supporting wheels to provide a low vehicle center of gravity. The guideway includes a ferroconcrete rail supporting base structure having relatively high rigidity and a shroud defining, with the base structure, a continuous enclosure for the vehicle. An induction motor propulsion system includes primary windings mounted on the vehicle coating with a secondary conducting plate secured to the guideway. Patent No. 3,630,153 issued to Henry L. Guimarin, Fort Worth, Texas, and assigned to Whoosh, Inc. of Fort Worth, Texas.

Patents numbering 2,695,998 to 2,698,433 expired during December. Upon the expiration of the 17-year period covered by a patent, the invention passes into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventors exclusive patent rights.

Cross-country amphibious vehicle. A cross-country amphibious vehicle with a flotation hull equipped with a number of propulsion wheels at each side on rotatably-mounted unsprung wheel spingles. The vehicle drive system from an engine to, ultimately, the propulsion wheels is through a differential to opposite side drives and with a brake on the drive output from each side of the differential for vehicle steering as individually actuated by the operator and for braking when both are simultaneously actuated. Patent No. 3,620,184 issued to John L. Thousand, 1600 Lincoln Lane, Newport Beach, Calif. 92660.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

March 1-3—Washington, D.C.—Shoreham Hotel. 13th Scintillation and Semiconductor Counter Symposium. Sponsored by Nuclear Science Group of the Institute of Electrical and Electronics Engineers, Atomic Energy Commission, and the National Bureau of Standards.

March 1—Gaithersburg, Md.—National Bureau of Standards. IEEE Computer Society.

March 22-24—Gaithersburg, Md.—National Bureau of Standards. Conference on Accuracy in Spectrophotometric, Fluorometric, and Phosphorometric Measurement.

April 24-27—Washington, D.C.—American Physical Society, Sheraton-Park Hotel.

April 25-28—Orlando, Fla.—Sixth annual Inventors' Congress held concurrently with Florida Industries Exposition which sponsors it in cooperation with the Commerce Department.

June 21-23—Boulder, Colo.—National Bureau of Standards, Boulder Laboratories. Joint Measurement Conference. Theme is "The Role and Value of Measurement." Sponsored by National Bureau of Standards and others.

August 9-12—Kailua-Kona, Hawaii—International Symposium on Billfish. Sponsored by National Marine Fisheries Service.

Oct. 30-Nov. 1—Gaithersburg, Md.—National Bureau of Standards. "Dimensional Accuracy in Manufacturing." Sponsored by National Bureau of Standards.

Newsmemo

How goes the DISC with U.S. firms? Enthusiastically, if early workshop response is an indication. The first sessions in various cities around the country explaining the tax benefits of a Domestic International Sales Corporation have drawn packed audiences. Intensive interest is being shown by the export executives, corporate lawyers, accountants, and financial managers who are meeting with the Commerce-Treasury speakers. The first 10,000 copies of an explanatory booklet on DISC have been exhausted, and a second printing is on the way.

Reports from U.S. companies can assist an important new study of trade barriers. The U.S. Tariff Commission is seeking details from the American business community about such barriers: specific limitations on exports and imports, standards on goods in trade, special fees, taxes and levies, customs and administrative entry procedures, and other practices. Submissions should be as specific and detailed as possible in describing the barriers and in identifying the products affected. They should be sent to Secretary, U.S. Tariff Commission, Washington, D.C., 20436 before March 15.

With eyes now on Mainland China, note a recent poll of 500 exporters who are members of the International Executives Association. An overwhelming 94 percent said yes, they were definitely interested in trade with China. Among the respondents 82 percent are now doing business with the Chinese on Taiwan.

Possibly the biggest factor in U.S.-China trade, according to the IEA members, is the almost complete lack of information on the subject. About 60 percent of those responding had tried in one way or another to set up lines of communication with the Peoples Republic, but had met with little or no success. The answers added up to a single comment..."frustrating." The whole poll reflected a basic theme: keen interest in China trade but little expectation of any quick results.

Eximbank's support for American export sales has tripled in about three years. The reasons, according to bank president Henry Kearns: "First, a growing worldwide demand for credit--for the buy-now-pay-later practice--an American phenomenon fairly new to much of the world; second, it reflects more need by American businessmen for support in their competition with suppliers from other countries who, with help from their governments, have for some time been able to offer attractive credit; third, Eximbank now gives better service--it has more and better programs readily responsive to our exporters' use."

International Trade Winds

ECONOMIC REPORTING—A new economic news service on Soviet business and trade is being established as a joint venture of Porter International, a Washington-based consulting firm, and TASS, the Soviet news agency. The agreement is the first of its kind to be made by TASS with a U.S. company. The TASS-Porter Service will provide continuing coverage in the Western Hemisphere, Australia and New Zealand of major trade and business opportunities and industrial, financial and commercial developments in the Soviet Union. It will publish a fortnightly newsletter, beginning this spring, which will be serviced by direct telex between TASS World Services in Moscow and Porter's Washington headquarters. Porter will also offer subscribers studies of key areas of the Soviet economy.

POLLUTION CONTROL EQUIPMENT—The Torit Corp., St. Paul, has formed Torit Ltd., a wholly-owned subsidiary in Watford, a suburb of London, to manufacture, sell and service its line of air pollution control equipment throughout the United Kingdom.

TRUCKS—International Harvester Co. has shipped five trucks equipped with wrecker bodies from the Port of New Orleans to Indonesia for work in oil fields. The massive International trucks, which weigh 25,590 pounds each, were manufactured in the company's heavy-duty truck plant at Fort Wayne, Ind.

COMPUTERS—The Univac Division of Sperry Rand Austria is supplying a Univac 9700 computer system to the Austrian firm GOC. GOC is the acquisition and distribution center for over a thousand food retailers, 50 department stores and several factories. The system will be installed in GOC's Computer Center in Vienna at the end of this year. Terminals will link the central computer to several remote facilities. Initial applications for the system will include billing, preparation of delivery notes, sales statistics, inventory status, general accounting and payroll processing.

INTERNATIONAL COMMERCE REPORT

- New courses for international executives
- Business travelers and carnets
- Washington official trade briefs
- Outlook in U.K., Switzerland, Gabon, Brazil
- Calendar for world traders
- Commerce's trade promotion schedule

More Japan-Bound Executives In Schools

Japan's growing economic role is being reflected in trends at three schools offering courses designed to prepare businessmen for assignment abroad.

The schools are operated by the Business Council for International Understanding (BCIU), the Monterey Institute of Foreign Studies and the American Management Association.

RCIU says a third of enrollers in its 1971 executive training sessions at American University in Washington, D.C. were preparing for assignments in Japan. This compares with an average of from two to nine percent per year during the prior 13 years of operation.

Cultural shock is a two-way street, moreover, and the Japan Society has contracted with BCIU to send Japanese businessmen assigned to the United States through a special seven-day American Studies Program at American U.

The regular two-week BCIU preparation for U.S. personnel and their wives going overseas is an interdisciplinary training approach to working and living successfully overseas. The program's faculty includes social psychologists, cultural anthropologists, behavioral scientists, political scientists, economists, lawyers, linguists and business management scientists. All the instructors have worked and lived recently in the country of their specialty for extended periods.

The schedule for the rest of 1972 will offer the standard two-week course from March 13-24, April 10-21, May 8-19, June 5-16, July 10-21, July 31-Aug. 11, Sept. 18-29, Oct. 16-27, Nov. 6-17, and Nov. 27-Dec. 8.

PHOTO ABOVE—A transportable satellite earth station owned by Western Union International and built by Hughes Aircraft will be used by the Peoples Republic of China to provide live color TV, telephone, radio and telegraph coverage of President Nixon's trip to Peking. WUI's specialists flew to Peking Feb. 1 to supervise installation of the station, leased by the Chinese.

BCIU also offers one-week refresher courses for executives who have already served overseas but are being assigned to a new area. Intensive language instruction is also furnished on request.

Japanese is now included on the listing of languages offered by the AMA's American Institute of Foreign Trade at its Thunderbird Campus near Phoenix, probably the oldest school in the country, in point of service, devoted exclusively to training for international business. AIFT's six-week 'Key Man' course for U.S. executives going overseas concentrates heavily on languages.

Key Men and their wives undergo six weeks of total immersion in a language, in a completely cloistered atmosphere where English is not allowed to intrude. In-

structors teach only their mother tongue. "Obviously, the level of conversational fluency picked up in Japanese does not match the proficiency gained in a Romance language," says a Thunderbird spokesman. "But they can learn enough to provide a realistic basis for eventually mastering the language."'

Key Man courses are scheduled on demand, as long as there are at least four students involved.

One of the newest entries in the field of training businessmen and their families for living in foreign cultures, the Monterey Institute of Foreign Studies, includes Japanese among the 24 languages which it offers.

The Institute has developed a six-week 'Training for Service Abroad' tutorial program geared to the limited time available to most business personnel.

These tutorials are given on two weeks' notice at any time of year, and each is tailored to the representatives of a single organization and their families. Wives and teenage children are strongly urged to attend, and special sessions can be arranged for younger children.

The basic course can be modified, but the Institute does not recommend contraction to less than four weeks.

How valuable are these courses? BCIU estimates that it costs a firm about $20,000 to relocate an executive and his family overseas. In the normal course of events, inability to adjust to the alien culture results in about one third of these people coming home before their scheduled return date. BCIU reports that only 10-12 percent of its 1,500 trainees have had to be brought back early.

For details write: AU-BCIU Program, The American University, Washington, D.C. 20016; Thunderbird Graduate School of International Management, Glendale, Ariz. 85301; or the Monterey Institute of Foreign Studies, P.O. Box 1978, 425 Van Buren St., Monterey, Calif. 93940.

FOUNDING THE NEW FEDERATION—*Export management executives are shown in Chicago last month as they created the National Federation of Export Management Companies. They are (around the table, beginning at right) Stanley Epstein, Vice President, Export Managers Assn. of Southern California; Charles McKay, President, Florida World Trade Assn.; V. Navarro, Director, Southwest Assn. of Exporters; Charles Nevil, Director, Export Managers Assn. of Southern California; H. W. Browne, Vice President, Ferrex International; Walter Pfeiffer, President and Director, Overseas Sales and Marketing Assn. of America; and William Sprinkle, President, Southwest Assn. of Exporters. The next meeting will be Feb. 26.*

Export Management Firms Form Single U.S. Unit, Plan Export Drive

The National Federation of Export Management Companies has come into being.

Five of the major regional associations that represented the export specialists known formerly as Combination Export Managers, or CEMs, created the federation at a meeting in Chicago Jan. 8. They immediately turned in the CEM designation in favor of EMC, for Export Management Company.

Goal is higher sales

Primary objective of the new federation is to increase the U.S. position in world markets through increased sales for U.S. manufacturers. The federation, formed after a series of preliminary meetings, has pledged its total support to a vitalized export development program now being drafted by the U.S. Department of Commerce, private industry and the export specialists which represent the membership of the newly formed national federation.

There are some 600 to 1,000 EMCs in the United States. Most are located in the larger seaport or inland port cities, but there are some in other major cities and in smaller manufacturing centers. EMCs act as the "export departments" of manufacturers, selling their products overseas along with other allied but non-competitive products. This practice enables the manufacturers to expand into world trade without the financial risks or complications involved in setting up their own export departments.

The new organization will meet in Washington Feb. 26. Participants will discuss methods of bringing together the export know-how of EMCs with manufacturers not yet exporting.

Harry Browne, Vice President of Ferrex International, Inc., New York, was elected President of the new federation. He may be contacted at P.O. Box 7612, Washington, D.C. 20044. Other officers will be elected at this month's meeting.

TEXTILE INDUSTRY IN GHANA—*Surrounded by balls of cotton yarn, factory employee pauses to view the output. The market for textile production machinery in both Nigeria and Ghana is expanding, a recent trade mission reports.*

Textile Equipment Market In Ghana, Nigeria Expanding, Mission Reports

On-the-spot representation in Africa has again been deemed of first importance, this time by a U.S. trade mission seeking to expand sales of textile machinery.

Executives of eight companies who went on the mission to Nigeria and Ghana returned with immediate sales, requests for quotations, and indications of expanding orders in the future.

The U.S. businessmen, together with a mission director from the Commerce Department, maintained a brisk pace of activity during their two-week sales and market research trip to Lagos, Kaduna, Kano, and Accra. Although most of the mission members had not been in West Africa before, all companies represented were highly experienced in other export markets.

The group's conclusion that on-the-spot representation is absolutely necessary echoes the verdict of a recent conference of U.S. Government commercial specialists in Africa (see Page 39 of the Jan. 10 issue of *Commerce Today*).

Market expanding

The mission members found that the market for textile production equipment in the two countries is expanding, and that it is likely to make spectacular gains—particularly in Nigeria—as the economies of these countries continue to progress.

Potential customers have to know a product and its performance, however, before they will buy it, the mission emphasized. Discussions with local businessmen revealed that in a number of instances other foreign equipment probably would not have been purchased had the availability of U.S. equipment, its capabilities, and price competitiveness been known.

Firms on the mission represented equipment for winding, texturizing, weaving, climatization, warping, sizing, finishing, blending, feeding, and preparing yarn. As a whole, the mission had the capability of preparing a preliminary proposal for the equipment for an entire textile operation—and did, in fact, in Ghana where Togolese businessmen came to Accra to discuss a potential factory in their country. Should this opportunity come to fruition, about $4.5 million might be added to the already impressive $6.3 million in immediate sales and one-year projection, according to mission Director Max Miles of the Commerce Department's Office of International Trade Promotion.

The mission members met with the owners and managing directors of the large textile enterprises throughout both countries as well as with the state and federal Ministries of Trade. Nigerian and Ghanaian officials explained their countries' needs insofar as their particular economies were concerned. One of the overriding messages presented was the need for internal investment and managerial know-how from overseas firms, Miles said, adding:

"Officials in both countries clearly indicated a desire to improve trade relations with the United States, citing the low volume of U.S. equipment supplied in the past. It was the general opinion in all sectors concerned that U.S. equipment is of the highest quality but—until the arrival of the mission—had not been known to be as price-competitive as it is."

The U.S. businessmen were quick to sense the potential for commercial activity through their plant visits, business interviews, and official functions. It was apparent before the mission started and confirmed during its stay in West Africa that there was sufficient

business potential to justify medium and long-term operations, Miles commented.

Despite the problems of price concept, terms of payment, and availability of hard currency, the mission made immediate sales of over $275,000. Four agents were appointed and six were still under negotiation when the mission left to return to the United States.

Typical of the comments by members about the mission was the following: "Extremely well organized with adequate briefings by U.S. Government personnel at each location. Receptions held in each city enabled participants to meet virtually all local businessmen in textile manufacturing. This was most important for enabling mission members to make supplementary appointments. The number of prior appointments was adequate to allow access to representative firms of the local industry with enough flexibility to adjust the schedule to meet the opportunities that arose."

Business members of the mission to West Africa were: W. Marshall Fulp, Bahnson Co.; George Johnson, Crompton & Knowles International; Carroll C. Parker, Curtis & Marble International; Harry E. Foster, Draper Division, North American Rockwell; Kenneth G. Lytton, Fiber Controls; Carl E. Sullivan, Leesona Corp.; G. Fulton Wilcox, Saco-Lowell; and William H. Huguley IV, West Point Foundry & Machine Co.

Market Share Reports Issued On 23 Nations

Manufacturers looking for ways to improve their market research information will find the latest commodity trade data on foreign nations in the compact reports just released.

The first 23 country reports in the new series of Market Share Reports provide dollar values for products imported into Canada, 17 European countries, and 5 countries in the Far East.

Exporters can use the data to help expand foreign sales of manufactures, develop new markets, analyze growth of demand abroad, and assess the U.S. position in each of 23 foreign markets.

Over 1,000 products covered

The reports show statistics on the shipments from the world, the United States, and our eight top competitors. Full product coverage for chemicals, machinery, transport equipment, and other manufactures is available and itemized for 1,127 commodities. Five-year trends are shown for each product in these latest computer-produced compilations of 1966-70 data.

The complete Market Share Report series consists of 73 country reports and 1,109 commodity reports. The remaining new country reports and all commodity reports with 1966-70 data are expected to be available in March.

The new reports, listed below with order numbers, may be purchased at $3 each from the National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151:

Austria, MSR 72-90004; Belgium-Luxembourg, MSR 72-90005; Canada, MSR 72-90009; Denmark, MSR 72-90014; Finland, MSR 72-90019; France, MSR 72-90020; Germany, Federal Republic of, MSR 72-90021; Greece, MSR 72-90023; Hong Kong, MSR 72-90026; Ireland, MSR 72-90030; Italy, MSR 72-90032; Japan, MSR 72-90035; Netherlands, MSR 72-90045; New Zealand, MSR 72-90046; Norway, MSR 72-90049; Portugal, MSR 72-90054; Singapore, MSR 72-90056; Spain, MSR 72-90058; Sweden, MSR 72-90059; Switzerland, MSR 72-90060; Taiwan, MSR 72-90061; United Kingdom, MSR 72-90069; Yugoslavia, MSR 72-90072.

More Trade Missions Planned For Spring

The Commerce Department is organizing two specialized trade missions—in addition to five already announced—to go abroad this spring. These now being planned will explore markets in Eastern Europe and in Africa.

► The first, scheduled for Poland and Czechoslovakia in May, will be focusing on chemical processing and chemical processing equipment. An earlier chemical mission, organized by Commerce to visit the Eastern European area, visited the USSR and Romania last November and reported excellent results (see *Commerce Today*, Dec. 13).

► The second, for late May or June, is being planned for Nigeria and Zaire. Its specialization will be hospital and medical equipment and supplies. Examples of the types to be included are mobile hospital units, portable x-ray units, laboratory and scientific equipment, analysis and testing apparatus, and radioactive isotopes for bacterial counts.

Pays operating expenses

For each mission, the Commerce Department will pay all operating expenses and provide for an advance officer and a director. As the members will do business on behalf of the firms they represent, each is required to pay his own transportation and living expenses, and share with the other members the cost of official receptions.

Firms interested in joining either of the new groups are invited to write: Trade Missions, BIC-940, U.S. Department of Commerce, Washington, D.C. 20230; or telephone Robert Taft, 202-967-3905.

For announcement of additional missions now being recruited, see pages 57-58 of this issue.

Business Travelers Making Increased Use Of Carnets

In 1971 U.S. business travelers nearly doubled their use of a special customs document that eases foreign border formalities for commercial samples they carry.

This is the ATA customs carnet ("car nay"), which entitles the holder to enter samples and professional equipment temporarily into member countries of the international carnet system. It serves as a guarantee against the payment of customs duties and taxes which would become due if the goods temporarily imported were not re-exported.

A commercial traveler going to several countries, by using the carnet pre-purchased in the U.S., avoids the inconvenience of posting bonds or cash deposits at each border for goods accompanying him or sent ahead. It is valid for multiple trips for up to a year for samples or up to six months for professional equipment.

(The ATA carnet—ATA stands for "admission temporaire—temporary admission"—should not be confused with the TIR carnet—TIR for "transport internationale routier"—that covers goods in transit through a country in special containers, as described in the Sept. 6 issue of *Commerce Today*.)

How it works

The carnet itself is composed of a series of vouchers which list the goods to be covered and the countries to be visited. At exit from the United States, the carnet is presented to a customs officer who certifies that the list is complete and correct. One of the vouchers is removed and retained by the U.S. Bureau of Customs until the goods are re-imported.

From then on, a voucher is detached each time the carnet holder enters or leaves a country until the goods are returned to the United States. If the carnet-covered goods are sold or otherwise disposed of overseas, the carnet holder is responsible for paying the applicable import duties and taxes, and must certify to that effect for U.S. Customs.

What goods qualify

"Samples" are defined as articles which are imported solely for the purpose of being demonstrated in the territory of importation for the taking of orders for merchandise to be supplied from abroad. This broad definition implies that a sample might be an item small enough to fit inside a briefcase or an unaccompanied piece of heavy machinery or equipment.

Specifically excluded from carnet coverage are identical articles brought in by the same individual, or sent to a single consignee, in such quantity that, taken as a whole, they no longer constitute samples under ordinary commercial usage. Also excluded are unmounted gems, as well as one-of-a-kind mounted gems or pieces of jewelry, and handmade one-of-a-kind articles, such as carpets, certain pieces of furniture, paintings, and sculpture.

"Professional equipment" includes cinematographic equipment, equipment for the press, for radio and television broadcasting, and other tools of trade such as medical instruments and measuring and calibrating equipment.

Where carnets can be used

ATA carnets can be used in countries which have joined the international carnet system. These countries, which include most major U.S. trading partners except Canada, Japan and the Latin American states, are:

Australia, Austria, Belgium, Bulgaria (for professional equipment only), Czechoslovakia, Denmark, Finland, France (including Guadeloupe, Guyane, Martinique, Reunion), Germany, Hungary, Iceland, Iran, Ireland, Israel, Italy, Ivory Coast, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Spain, Sweden, Switzerland, Tunisia, United Arab Republic, United Kingdom (including Gibraltar), and Yugoslavia.

Where to buy carnets

American firms or their representatives can purchase carnets from the U.S. Council of the International Chamber of Commerce, 1212 Avenue of the Americas, New York, N.Y. 10036. That organization has been designated by the U.S. Bureau of Customs as the United States' ATA carnet-issuing and guaranteeing association. U.S. Department of Commerce Field Offices have available descriptive brochures with application forms for distribution to those interested in purchasing a carnet.

A fee is charged for the carnet to cover services rendered by the U.S. Council. It is based on the value of the goods covered from a minimum of $60 for a shipment valued at up to $999 to a maximum of $150 for goods valued at $100,000 or more.

In addition, a bank letter of credit or a cash deposit, bank guarantee, or a similar security in favor of the U.S. Council, to remain in force for 30 months from the date of issuance of the carnet, is required in an amount equal to 40 percent of the value of the goods covered by the carnet.

This provides the Council with recourse should duties not be paid on goods exported under a carnet and sold overseas. The security is released when the used carnet is returned to the Council indicating that all foreign customs requirements have been met.

In all cases, it is up to the U.S. Council to determine whether a carnet will be issued for a parti-

cular item, since the types of goods which are allowed carnet-covered, temporary entry under national laws and regulations differ to some degree from country to country. Also it should be remembered that carnets in no way substitute for the usual U.S. export control procedures required under the Export Administration Act of 1969.

The carnet system has worked successfully in Europe for a number of years. Almost 70,000 carnets are issued annually for shipments totaling almost $230 million. The U.S. Council began issuing ATA carnets in late 1969, and issued 330 in 1970 and 628 in 1971. They have been used for a wide variety of goods, amounting to $10 million in 1971 alone, including TV cameras, musical instruments, scientific equipment for experiments, computer equipment, generators, fur coats, plumbing supplies, and radiation detection equipment. However, it is felt that many more American exporters could be taking advantage of the ATA carnet facility to expand export operations abroad.

NEEC Views To Highlight Chicago Trade Conference

The Commerce Department's blue ribbon group of U.S. traders, the National Export Expansion Council, will take over the center stage at Chicago's upcoming 35th Mid-America World Trade Conference. Spokesmen for the Council's Action Committees—with such interests as finance, taxation, developing countries, export promotion—will present their business viewpoints on these matters as a major convention feature.

The conference, sponsored by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago, provides a capsule description of what is on the mind of the U.S. foreign trader today.

The agenda for the March 1-2 meeting, under the theme, "Fighting Economic Nationalism—Actions for Survival," lists these overall topics: Nationalism and All Its Ramifications; Eastern Europe, USSR, and China; Consumerism and Imports; The Multinational Company; U.S. Strategies With Japan, and Financing of International Operations.

Ambassador Nobuhiko Ushiba of Japan will deliver the first session's keynote address. Other foreign speakers are Jean-Luc Pepin, Minister of Commerce and Industry of Canada, and Jean-Louis Servan-Schreiber, international publisher. Servan-Schreiber, currently Berri visiting professor at Stanford University, will discuss the world role of the United States.

Harold B. Scott, Assistant Secretary of Commerce for Domestic and International Business, will be a speaker during the full-day NEEC Action Committee presentations. Two former Assistant Secretaries of Commerce also will participate: Robert McLellan, vice president and manager of international development for the FMC Corporation, Chicago, and Lawrence C. McQuade, president, Procon, Inc., Des Plaines, Ill.

Broad coverage

NEEC Committee representatives and Government officials will focus on finance, taxation, the U.S. aid role in developing countries, small business, export expansion, and the service industry. Robert E. Wieczorowski, U.S. Executive Director, International Bank for Reconstruction and Development, is to be a speaker on service industry trends. Senator Daniel Inouye of Hawaii will address the concluding dinner session.

Russell Baker, of Baker & McKenzie, Chicago, is serving as conference chairman.

Two additional conferences are scheduled to run concurrently with the main meeting:

For representatives of small and medium-sized business, two morning sessions will consider special export marketing problems of the smaller firm or the newcomer to foreign trade; and U.S.-Canadian trade relations.

Also, the international law sections of the Illinois State Bar Association and the Chicago Bar Association will present an all-day program dealing with legal, tax and administrative provisions governing international trade. Richard O. Simpson, Deputy Assistant Secretary of Commerce for Product Standards, will be among the speakers.

AMA Plans Foreign Exchange, Finance Meetings In March

Two meetings on finance and one on fundamentals of foreign exchange are scheduled next month by the American Management Association.

An orientation seminar, "International Accounting Problems," is to be held at AMA Headquarters in New York, March 13-15. Speakers will discuss communications and control problems in overseas operations, national variations in accounting, standardization of practices, and related topics.

Also at New York headquarters, March 15-17, participants of a seminar, "Off-Shore Financing: Sources and Methods," will explore such topics as when to borrow Eurodollars, self-financing, and tax effects of currency revaluation.

At the AMA Management Center in Chicago, March 13-15, subjects cover the basic facts about foreign exchange operations.

Write: American Management Assn., AMA Building, 135 West 50th St., New York, N.Y. 10020.

Washington's

Official Trade Briefs

This article is another in a series of monthly reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Analysis Division of the Bureau of International Commerce's Office of International Trade Policy, and by the BIC Office of International Investment.

THE PRESIDENT

State of the World Message: In his annual foreign policy report to the Congress, President Nixon praised the development during 1971 of a "new basis for fair competition in world trade."

Among other actions which brought the world "closer to a stable peace," the President cited the successful monetary negotiations with the Group of Ten industrialized nations, the broadening of East-West trade relations and "positive progress in removing a number of restrictions against American exports." He also mentioned the voluntary textile restraint agreement, as well as other international agreements on cotton and steel as "actions in 1971 which met the concerns of important elements within this country through methods other than restrictive trade legislation."

Looking to the future, the President stated that much "unfinished business" remains. High on the agenda for 1972 will be "to finish the construction with our partners of a reformed trade and monetary system." In addition, the President referred specifically to the need for further efforts to increase the productivity of the U.S. export sector and to deal effectively with such issues as the role of the multinational corporation, foreign investment policy, and the effects of environmental control on international trade and investment.

Treaty on Cultural Property: On Feb. 2, the President transmitted to the Senate for its advice and consent the Convention on the Means of Prohibiting and Preventing the Illicit Import, Export and Transfer of Ownership of Cultural Property. The Convention, first adopted in 1970 by the United Nations Educational, Scientific and Cultural Organization (UNESCO), represents a multilateral effort to stem the illicit movement of national art treasures.

Annual Report — Automotive Products Trade Act: On Feb. 1, the President transmitted to Congress the fifth annual report on the Automotive Products Trade Act of 1965. This Act authorized implementation by the United States of an agreement with Canada for a broader U.S.-Canadian market for auto products.

Escape Clause Extension—Glass: On Jan. 31, the President announced that he would delay for 90 days the first of three scheduled reductions in tariff rates on window glass imports. The President's action follows a Feb. 27, 1970, proclamation in which he extended the escape clause rates on window glass for two years and provided a phasing out of this additional protection in three annual stages: Jan. 31, 1972, Jan. 31, 1973; and Jan. 31, 1974. The 90-day delay will provide the President additional time in which to study new findings on the glass industry from the Tariff Commission (see below).

Adjustment Assistance to Marble Industry: Firms and workers producing marble and travertine products for structural uses were recently permitted by the President to apply for trade adjustment assistance. The President did not, however, grant escape clause relief to the domestic industry because even the maximum possible tariff increases would not bring the prices of imports up to domestic price levels and would only serve to raise domestic construction costs. The Administration will seek elimination of tariffs on all unfinished and some semi-finished marble and travertine imports which are vital to domestic production and fabrication. This action, which will reduce costs for domestic producers and fabricators, is designed to shift some U.S. imports from finished to unfinished marble products, thereby increasing U.S. employment in fabrication work.

Fiscal 1973 Budget Proposal: Export-oriented U.S. firms will benefit from Federal spending slated for fiscal year 1973. Export-Import Bank commitments, which are tied exclusively to U.S. goods and services, are expected to rise to a record $11.5 billion. Also supporting U.S. exports are proposals for foreign assistance programs amounting to $4.6 billion for both development and security purposes.

Trade with Peoples Republic of China: On Feb. 14 President Nixon announced his decision to place the Peoples Republic of China (PRC) in what is called Country Group Y of the U.S. Commodity Control List. The effect of this is to make available under general license to the PRC all commodities now available under general license to the countries of Eastern Europe, including the Soviet Union. Poland, Romania and Yugoslavia are in a separate category.

This also moves controls on the export to the PRC of foreign products made with U.S. technical data to the same level as those governing such exports to Eastern Europe, except to those countries noted above.

In addition, the President has decided to modify remaining Foreign Assets Control Regulations pertaining to the Peoples Republic of China. He has directed removal of the requirement that U.S. controlled firms in countries which are members of COCOM, the International Coordinating Committee on Strategic Trade with Communist Countries, obtain a Treasury license in addition to the host country license for the export of controlled goods to the Peoples Republic of China.

BILLION FOR NUCLEAR POWER EXPORTS—*With a recent authorization of $138 million to support sale of U.S. equipment for the first nuclear power plant in Brazil, Eximbank has now passed the billion mark in supporting exports of nuclear power equipment to 14 nations since 1959. From left at table are Brazil's Minister of Mines and Energy Dr. Antonio Dias Leite; Brazil's Finance Minister Dr. Antonio Delfim Netto; Eximbank Chairman Henry Kearns; President John R. Cotrim of Furnas-Centrai Eletricas, S.A., the Brazilian power producer, and President John W. Simpson of Westinghouse Power Systems, the U.S. supplier.*

CONGRESS

Committee Action: The Subcommittee on Foreign Commerce and Tourism of the Senate Commerce Committee recently held a week of hearings on S. 2754, a bill authorizing the Secretary of Commerce to engage in certain export expansion activities. Witnesses included Maurice H. Stans, Secretary of Commerce; Henry Kearns, Chairman, Export-Import Bank; and other officials from government and business. Hearings were scheduled to continue on Feb. 17. In other activity, reports were filed on the following bills: H.R. 9463, to prohibit importation into the United States of pre-Columbian monumental and architectural sculpture; and H.R. 213, to repeal the "coolie trade" laws.

New Legislation: Since the opening of the 92d Congress, some 396 trade and related bills have been introduced. Of these, 120 have contained quota provisions for specific items and 34, general orderly marketing provisions applicable when imports surpass stated levels of domestic consumption. Legislation not previously reported:

H.R. 12555, to establish a program for the United States to convert to the metric system; H.R. 12633, to prohibit importation of live venemous reptiles; H.R. 12687, to amend the Hazardous Material Control Act of 1970 regarding interstate and foreign transportation of hazardous substances; H.R. 12818, to permit U.S. citizens to hold gold and to accept gold as compensation under the terms of a contract; H.R. 12886, to amend the Merchant Marine Act of 1920 regarding the use of foreign flag vessels in Virgin Islands shipping; H.R. 12875, to amend the Drug Abuse and Control Act of 1970 on import and export of psychotropic substances; S. 3134, to repeal certain acts relating to exportation of tobacco plants and seed, naval stores, and wool; and H.R. 12991, to continue through June 30, 1975, the existing suspension of duty on certain copying shoe lathes.

TARIFF COMMISSION

Escape Clause Investigation — Glass: On Jan. 31, the Tariff Commission reported to the President the results of its investigation under the Trade Expansion Act of 1962 of a petition for an increase in import restrictions on flat glass (sheet, plate and float, and rolled and polished wire) and tempered glass. The vote of the Commission was equally divided on sheet glass; otherwise unanimously negative.

Following an earlier escape clause investigation by the Tariff Commission in 1962, the President increased the rate of duty on sheet glass imports. This action was modified in 1967 by the reduction of escape clause rates on most window glass and the elimination of escape clause rates on other types of sheet glass. In the current evenly divided finding on sheet glass, the President may accept the findings of either group as the Commission findings (see above).

Adjustment Assistance — Workers: Since the last Trade Brief report in *Commerce Today* (Jan. 10), the Tariff Commission has concluded five trade adjustment assistance investigations on behalf of worker groups. In each of the following investigations, the Commissioners found unanimously that the criteria establishing eligibility for adjustment assistance were not met: Armstrong Glass Co., Erwin, Tenn. (rolled glass); U.S. Fiberglass Division of Gladding Corp., Miami, Fla. (fiberglass fishing rods); Owensville Shoe Mfg., Owensville, Mo. (leather footwear); Brown Shoe Co., Vincennes, Ind. (cement-process footwear); and Morgantown Glassware Guild, Inc., Morgantown, W. Va. (glassware under TSUS 546.52-.59).

The Commission also opened one new investigation into the effect of

imports on workers at the C. P. Claire & Co. division of General Instruments Corp., Newark, N.J. (mercury-wetted contact relays).

Section 337 (Unfair Import Competition) Cases: The Tariff Commission released a report on Jan. 25 of its full investigation into a complaint filed by W. A. Baum Company, Inc., of Copiague, N.Y., which alleged patent infringement involving imported sphygmomanometers (used for measuring blood pressure). The Commission unanimously found, Commissioners Bedell and Parker not participating, that the injury criteria of the statute had not been met and therefore did not recommend that the President issue an exclusion order.

In a separate action, the Commission dismissed its preliminary inquiry into imports of cold-formed mounts for semi-conductors. The inquiry was instituted pursuant to a complaint filed on behalf of Nippert Co. of Ohio. Dismissal was based on submissions made to the Commission by interested parties.

Dumping Cases: The Tariff Commission recently notified the Secretary of the Treasury that imports of ice cream sandwich wafers from Canada are causing injury to a domestic industry and such imports now will be subject to special antidumping duties.

In other activity, the Commission initiated new injury investigations on the following products: fish nets and netting from Japan; large power transformers from Japan, Italy, France, Switzerland and the United Kingdom; asbestos cement pipe from Japan; and elemental sulfur from Mexico. Initiation of these investigations by the Commission follows a determination by the Department of Treasury that the products in question are being sold in the United States at prices below those found in the exporters' home market (see below).

Tariff Summary Released: The Tariff Commission recently released a new Summary of Trade and Tariff Information. The latest Summary is the last of five volumes to be published on nonmetallic minerals and products covered by Schedule 5 of the Tariff Schedules of the United States (TSUS). Of particular interest in the new volume is information on imports, exports, and production of refractories and ceramics. Copies will be supplied to all Commerce Department Field Offices and to selected public and university libraries.

New Tariff Schedules: The Tariff Commission has issued the "Tariff Schedules of the United States, Annotated (1972)." The new volume, which supersedes TSUSA (1971), may be purchased for $11 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Special Trade Representative—International Product Standards Hearing: The Office of the Special Representative for Trade Negotiations has announced that a public hearing will be held at 10 a.m. on March 13 to provide a full and detailed exposition of public views on all issues involved in U.S. consideration of an international agreement on product standards. The United States is now engaged in discussions concerning such an agreement. Parties desiring to express their views at the hearing should notify the Chairman of the Trade Information Committee, Office of the Special Representative for Trade Negotiations, 1800 G Street NW., Room 725, Washington, D.C. 20506. Deadline is Feb. 25.

Treasury—Dumping Cases: The Treasury Department has announced the withholding of appraisement on railroad passenger vehicles from Canada. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reasonable cause to believe or suspect the existence of sales at less-than-fair value.

Since mid-January, Treasury has announced sales at less-than-fair value (LTFV) findings for the following products: fish nets and netting from Japan; large power transformers from Japan, Italy, France, Switzerland, and the United Kingdom; asbestos cement pipe from Japan; and elemental sulfur from Mexico. These cases have now been referred to the Tariff Commission for injury determinations (see above). In another LTFV investigation of vinyl asbestos floor tile from Canada, Treasury issued a tentative determination of no sales at less-than-fair value. This determination follows an investigation indicating that the price to buyers in the Canadian home market was lower than the price to buyers in the United States.

Treasury also announced an intent to tentatively discontinue its LTFV investigation of shoeboard from the United Kingdom after learning that importations of shoeboard from the United Kingdom were terminated in October 1970 and probably will not be resumed. On Feb. 1, Treasury also announced a final discontinuance of its antidumping investigation of BHT (an antioxidant chemical) from Japan. A tentative notice of discontinuation had been issued on Dec. 15 (see *Commerce Today*, Jan. 10).

Since the last *Commerce Today* Trade Brief report, Treasury has opened new antidumping investigations with regard to welded stainless steel pipe and tubing from Japan and canned bartlett pears from Australia.

Treasury—Refund of Surcharge on Textiles: On Jan. 17, Secretary Connally announced that refunds will be given for 10 percent import surcharge duties deposited for certain wool and manmade fibers. The articles involved are those covered in the textile and apparel categories for wool and manmade fibers published in the *Federal Register* of Oct. 9, 1971, by the Interagency Textile Administrative Committee.

The refunds apply to imports from all nations and are in accordance with commitments made during the textile negotiations with Japan, Hong Kong, South Korea, and the Republic of China (Taiwan).

Commerce — Adjustment Assistance: The Secretary of Commerce has certified a trade adjustment assistance proposal submitted by the Arista Co. of Winston-Salem, N.C. Certification will allow Arista to obtain a refund of approximately $150,000 in taxes previously paid. Since closing its mill due to increased import competition, the company has shifted from textiles to computer servies.

Labor — Adjustment Assistance: The Labor Department has certified as eligible to apply for adjustment assistance approximately 100 workers from Utica Cutlery Co. plants at Utica and New York Mills, New York. Earlier, the Tariff Commission had found that because of increased imports, resulting in major part from trade agreement concessions, a significant number of workers at the two plants became unemployed or underemployed. Worker assistance under the Trade Expansion Act may include cash readjustment allowances, testing, counseling, training and job placement and relocation if needed.

United States Court of Customs and Patent Appeals (CCPA): The CCPA recently heard the oral argument on customs appeal in *Star Industries, Inc.* v. *the United States*, also known as the Chicken-War Case. The major question in this case is whether or not the President exceeded his authority in issuing a certain Presidential Proclamation on Dec. 4, 1963. This action suspended application of trade agreement (GATT) duty rates on brandy, among other items, imported from all countries in retaliation for certain unreasonable import restrictions imposed by the EEC on U.S. exports of poultry to Germany. The lower court, the U.S. Customs Court of New York, held that the Proclamation was invalid and void and that the President exceeded his statutory authority in imposing the retaliatory rates on a most-favored-nation basis. There is no time frame within which the court must issue a finding. (See *Commerce Today*, Jan. 11, 1971).

Customs Court: A suit that could lead to the refund of nearly a half-billion dollars of customs revenues collected during the import surcharge was filed in the New York Customs Court on Feb. 7. The suit charges that the Government acted without authority in imposing the import surcharge last Aug. 15.

Agriculture—Meat Imports: The Department of Agriculture has issued an order, under section 204 of the Agricultural Act of 1956, prohibiting transshipments into the United States during 1972 of meats subject to the 1964 Meat Import Law which originate in Australia, New Zealand, and Ireland. The Meat Import Law covers fresh, chilled or frozen beef, veal, mutton, and goat.

Transshipments originally provided a loophole in the voluntary restraint program that has been in effect since 1969. However, in mid-1970 a prohibition on transshipments closed this loophole until the end of 1971. The new regulation continues the same prohibition for 1972. It does not affect direct shipments from supplying nations.

The Department of State is consulting with the principal supplying countries on a new voluntary restraint program for 1972. The estimate by the Secretary of Agriculture of 1972 imports of meats subject to the Meat Import Law will take this program into account.

In a separate action on meat products, Agriculture announced a proposal making meat and meat products from the Trust Territory of the Pacific Islands eligible for importation into the United States. The proposal is based on a finding that the Trust Territory has an inspection program equal to that of the United States.

Agriculture — Fruit and Vegetable Imports: The Department of Agriculture has proposed revisions in the grade and size requirements of onions imported into the United States, effective March 20. The proposed change in grade requirements would affect imports of all varieties except red onions; size revisions would affect all varieties.

The proposed changes are necessary to bring import regulations into line with domestic regulations under a Federal marketing order.

Interested persons may submit written comments until Feb. 28 to the Hearing Clerk, Room 112-A, U.S. Department of Agriculture, Washington, D.C. 20250.

Agriculture is also considering a proposal to set minimum size requirements for Florida tomatoes marketed under a Federal marketing agreement and order program. At present there are no size requirements under the order. Tomato imports would be subject to the same minimum size requirements covering Florida tomatoes.

Agriculture — Sugar Import Quotas: After announcing approval of an additional 150,000 short tons of raw sugar to be imported from 14 countries during the first quarter of 1972 under the Sugar Act, the Department of Agriculture removed the limitations on the maximum quantity of raw sugar which may be imported during this period. (*Commerce Today*, Nov. 15)

International Trade Briefs

U.S. Trade Agreements with the EEC and Japan: In February, the U.S. concluded bilateral agreements concerning certain trade issues with the EEC and Japan. These agreements constitute part of President Nixon's New Economic Program announced last August and complement the monetary agreement reached by the Group of Ten on Dec. 18 (*Com-*

merce Today, Aug. 23 and Dec. 27).

The parties to the agreements also issued joint declarations to initiate and support: a comprehensive review of international economic relations including all elements of trade; multilateral and comprehensive negotiations in the GATT beginning in 1973 (subject to such internal authorization as may be required); and, joint efforts to resolve particular trade problems during 1972 in the GATT.

Specific short-term measures to be taken by the EEC concern: grain stockpiling and export payments; the eventual Common Market tax system for manufactured tobacco; duty reductions on U.S. exports of oranges and grapefruit; and the Accession Treaty with Denmark, Norway, Ireland, and the U.K.

With respect to the U.S.-Japanese agreement, Japan announced the following concessions: duty reductions on computers, computer peripheral equipment, machine tools, color photographic and x-ray film, and on soybean oil and 11 other agricultural items; duty eliminations for soybeans, soybean meal for human consumption, and inedible tallow; quota level increases for fresh oranges, and orange and grapefruit juice; establishment of a 5,000 head duty-free tariff-rate quota for certain imports of feeder cattle; elimination of import quota restrictions on tomato puree and tomato paste, light aircraft and parts, certain peripheral computer equipment, and certain radar and radio navigational equipment; and reduction of its internal excise tax on large-sized and medium-sized cars. Other short-term agreements reached with Japan concern: removal by the Japanese in February of all items subject to its automatic import quota system; establishment of certain wholly-owned foreign sales subsidiaries; and applications by U.S. businessmen for consignment and prepayment contracts.

Trade Fairs, Centers

Trade Centers, Special Show Seeking Exhibitors From U.S.

Advanced business equipment, Mexico: U.S. manufacturers of business machines and equipment will have an excellent opportunity to introduce their products or expand sales in Mexico at the forthcoming exhibition of Advanced Business Equipment, to be held June 5-9 at the new U.S. Trade Center in Mexico City.

Mexico's rapid step into economic and industrial development has created continuing need and strong demand on the part of its business and industrial communities to acquire the latest in office equipment and technology.

Rapid industrial growth has resulted in marked expansion in business sectors. Strong demand exists for the newest and most advanced business machines and equipment—EDP, peripherals, accounting, audio visual aids, information storage and retrieval, and related items. Mexican imports of business equipment in 1971 are estimated at $41 million. The United States is currently supplying 50% of the market.

American manufacturers are urged to bring and display their latest products in business and office equipment to Mexico, where they will find a ready market and will benefit from concentrated sales exposure before a wide but select audience of key Mexican buyers.

For more information call Jim Blow at 202-967-4565, or write him at BIC-950, U.S. Department of Commerce, Washington, D.C. 20230.

***Secretary of Commerce Designate Peter G. Peterson officiated Feb. 14 at ceremonies inaugurating the U.S. Trade Center in Mexico. This event, which occurred at deadline for this issue, will be reported in the next issue of* Commerce Today.**

Computers: Japan. Following up on a Computer Solo in Tokyo in October 1970, and Systems '71 at Munich last November, Commerce will hold an exhibition of U.S. computers, peripheral equipment, parts and accessories in Tokyo June 8-13, using a new exhibition hall at Harumi Pier.

The exhibition will be complemented by a seminar co-sponsored by the IEEE Computer Society; focusing on "islands of applications," including computer usage in transportations (including aviation, highways, and rail), medicine, business, education, process control, communications, design, and engineering).

Japan, second in the world in computer installations, is expected to return to a normal path of stable economic growth in the second half of its 1972 fiscal year (Sept. 1972-March 1973), following the 1971 downturn. Economic growth in real terms is expected to reach 7.2% during fiscal 1972, while imports are expected to rise 15%.

The Tokyo Computer Solo show in Tokyo in October 1970 produced combined off-the-floor and one year projected sales of $43 million, indicating high acceptance of U.S. computers and equipment.

For more details please telephone Maurice Shea at 202-967-4511, or write him c/o BIC-950, U.S. Department of Commerce, Washington, D.C. 20230.

Micrographics equipment: U.K. To help U.S. suppliers and their agents reach British buyers, the U.S. Department of Commerce will stage an exhibition of micrograph-

ics equipment at the U.S. Trade Center in London, June 19-23.

U.S. suppliers are well positioned to take advantage of increasing demand for micrographics equipment in the United Kingdom, according to a recently completed market survey, which indicated that British management is turning increasingly to micrographics to help deal with the paper explosion.

Reliable estimates of the overall market size and growth rates for micrographics equipment have proved difficult to determine. From an estimated market size of 37 million in 1968, trade sources believe that the market for micrographics equipment and film will grow to between $65 and $80 million by the end of 1972.

Call Bob Dormitzer on 202-967-3848, or write him at BIC-946, U.S. Department of Commerce, Washington, D.C. 20230, for further details.

Electro-optical equipment and components: Japan. The U.S. Trade Center in Tokyo will stage an exhibit of lasers and other electro-optical equipment from June 19-24.

Electro-optics technology in Japan is still on a research and development level. Japanese engineers have developed laser and other electro-optics systems and have a clear concept of physical and engineering fundamentals for their manufacture. However, since industrial applications are just beginning, economical domestic production is not yet feasible.

Market research recently conducted in Japan for the U.S. Department of Commerce revealed the following specific areas of interest in industrial applications of electro-optics:

- The processing of IC plates
- Communications
- Measurement
- Holographic quality control

Japan's laser technology in some areas is as much as 5 years behind the United States. Laser consumption in Japan is expected to increase at a 35 to 40 percent rate annaully over the next few years. The United States is expected to supply about 30 percent of demand.

Fiber optics consumption in Japan is predicted to rise by 20 to 25 percent annually during the same period.

For further information or to reserve space, telephone Randall Miller at 202-967-4512 or write: BIC-950, U.S. Department of Commerce, Washington, D.C. 20230.

Assembly equipment: Italy. The U.S. Department of Commerce will sponsor an exhibition featuring assembly equipment fasteners, adhesives, tapes, welding equipment, and other related industrial assembly products and equipment at the Milan Trade Center June 20-24.

Italian industry's urging, plus extensive Commerce Department market research, has prompted a return exhibition of U.S. assembly products and equipment. At a similar exhibition in Milan in 1968, 37 U.S. firms showed products to 1,300 Italian trade visitors with a resultant $1 million plus export sales tally.

Italian industry is estimated to have purchased $200 million worth of assembly related products in 1970 and the market for such equipment has hardly been tapped. Italy's soaring wage rates have induced many manufacturers to seek labor-saving equipment and products and it is expected that the demand for new high-productivity assembly products and equipment will be increasing for the next 3 to 5 years.

For further information on entering this exhibit, call Samuel S. Spaulding on 202-967-3968, or write him at BIC-948, U.S. Department of Commerce, Washington, D.C. 20230.

Industrial, business and scientific equipment: Taiwan. The U.S. Department of Commerce will sponsor a solo exhibit of this equipment in Taipei from Oct. 16-21. About 55 exhibitors will demonstrate the following types of products: testing, measuring, quality control and scientific instruments; construction and materials handling equipment; metalworking equipment and machine tools; power and hand tools; electronic production and test items; office machines and computers; air conditioning and refrigeration equipment; pumps, valves and compressors; and textile machinery.

This will be the third U.S. exhibition of its type to take place in Taiwan. In the 1970 exhibition, fifty-one American companies recorded $517,000 in floor sales and forecast over $12 million in sales during the next two years as a result of the trade show. A number of companies signed agency agreements and over 54,000 sales leads were developed.

Taiwan is an inviting market for U.S. exporters. Industrial production increased 21.7% during the first six months of 1971 and has been growing by 20% annually in recent years. U.S. exports to Taiwan have increased 124% in five years to $526 million by 1970, and U.S. firms are the second largest supplier to that nation with over 30% of their import markets. U.S. exports are now even more competitive in Taiwan due to the recent currency realignments.

For details contact Don Ryan at 202-967-3137, or write: OITP, BIC-962, U.S. Department of Commerce, Washington, D.C. 20230.

Samples Fair In Spain Invites U.S. Exhibitors

U.S. firms are invited to participate in the twelfth annual Iberoamerican Samples Fair in Seville, Spain from April 15-30. Previous fairs have attracted more than one thousand exhibits, and the 1971 show drew an estimated 440,000 visitors.

Interested firms should contact: Feria De Muestras Iberoamericana, Pabellon del Peru, Jardines de San Telmo, Seville, Spain.

PREMIUM PRODUCT, PREMIUM GROUP—*Versatility of U.S. Trade Centers overseas was apparent at Stockholm recently at a tasting session of premium California wines and Wisconsin cheeses. The between-show promotion attracted 160 members of Sweden's Wine Tasting Society and Sweden's Wine and Spirits Monopoly Board. The California Wine Institute shipped 17 cases from a number of leading producers. Above left, Per Helander, president of the Wine Tasting Society, gets down to business; at right, the guests contemplate their evening's work.*

Sales At Commerce-Sponsored Events Overseas Scored Dramatic 1971 Gains

Trade promotions staged overseas during 1971 by the U.S. Department of Commerce are expected to lead to an estimated $850 million in export sales.

This represents an increase of more than $460 million over the 1970 figure, according to Commerce's Office of International Trade Promotion.

The most dramatic gain came in expected sales reported by exhibitors at regularly-scheduled shows staged in the eight U.S. Trade Centers around the globe. A total of 2,140 exhibitors took part in the 58 major shows, made on-the-spot sales of almost $16 million, and reported that they expect another $403 million in sales during the twelve-month period following the show. This compares to a total of $99 million in sales, immediate and expected, reported by exhibitors in 1970's 52 major Trade Center shows.

For actual sales, however, the 925 participants in the 19 Commerce-sponsored exhibits at international trade fairs made the most substantial showing: more than $50 million in immediate sales. They also expected an additional $285 million in export sales to result from their participation. This stacks up against total sales, immediate and anticipated, of $205 million at twenty-three 1970 events.

Use of the Trade Centers for between-show promotions also increased at a strong rate: a total of 223 events involving 434 exhibitors produced almost $3 million in immediate sales and an expected $93 million in future purchases. The 175 such promotions held in 1970 had resulted in a total of $81 million in expected business.

U.S. Firms Welcome To Exhibit In Four Overseas Fairs

U.S. firms are invited to demonstrate their products at four upcoming trade fairs and exhibits in Europe and Africa.

Europe and Pollution: A travelling exhibition which will visit Frankfurt (Sept. 3-6), Metz (Sept. 28-Oct. 9), Leipzig (March 11-20, 1973), Milan (April 14-25, 1973), Bordeaux (May 12-21, 1973) and Marseille (Sept. 20-Oct. 1, 1973). Deadline for space reservations is March 10. Write: EUREXPO, 10 rue Pergolese, Paris (16e).

Eurexport: A French exhibition of port and marine equipment, to be held at Rouen from June 5-11. Write COMET, 48 quai de Paris, 76, Rouen.

Zambia Trade Fair: The 1972 Fair is scheduled to be held in Ndola from June 30-July 4. Write: The Manager, Zambia Trade Fair, P.O. Box 1058, Ndola.

International Chemical Exhibition and MAC '72: The fourth such event, is scheduled for Milan, Oct. 25-31. Write: Studio Dr. A. Barbieri, 20129 Milan, Viale Premuda, 2.

Worldwide Business Outlook

Consumer Buying, Exports Keep Britain On The Move

The United Kingdom is experiencing rapid economic growth led by consumer expenditures and exports.

Despite a growth rate approaching 5 percent a year in the second half of 1971, unemployment continued to rise as de-stocking limited the increase in industrial production. Wage and price pressures have moderated somewhat but increases are still higher than other major industrial countries. The balance of payments strengthened in 1971 with the current account surplus reaching about $2.5 billion as the trade surplus grew.

Fast export pace

Through November, exports totaled $19.9 billion, up 13.4 percent from the comparable 1970 period. Most of the rise reflects higher prices but volume also rose significantly. Exports to the United States rose 15.5 percent to $2.4 billion.

Due to stagnant output, imports were up only 8.7 percent to $21.5 billion during the same period, equally reflecting price and volume rises. Imports from the United States totaled $2.4 billion, down 7.3 percent.

The general consensus among economic forecasters is that the rapid growth will continue in 1972, albeit at a somewhat diminished pace. While there are differences among the forecasters on the magnitude of the growth rate in the first half of the year, the expectation is that the government's goal of 4-4.5 percent real growth to mid-1972 will be achieved.

Consumption expenditures and exports are expected to continue as the main stimulative forces with private non-residential investment remaining weak. Imports are also forecast to pick up, especially in the latter half of the year, as output rises and re-stocking takes place. A strong current account surplus is anticipated but with some decline from last year's levels.

A further slowing of price inflation is also predicted with the increase in the consumer price index falling to the 6-8 percent range. Most, however, are skeptical about a further significant decline in wage settlements with a 12 percent rise in the wage and salary bill a frequent forecast. Improved productivity from higher turnover is thus the chief factor in slowing inflation.

Despite the rapid growth in demand, unemployment is expected to fall slowly with a substantial impact only beginning to occur towards the end of 1972. Some fears have been expressed that Britain will have to learn to live with a permanently higher level of unemployment.

As a result of the exchange rate realignment announced on Dec. 18, the middle rate for sterling against the dollar is now $2.6057. This represents a 7.9 percent reduction in the pound price of the dollar. Initially the pound has been near its new floor so that the competitive impact of the exchange rate change is closer to 6 percent.

This should, in conjunction with other exchange rate changes, result in a substantial improvement in U.S. competitiveness in the British market. Combining the exchange rate changes with faster economic growth in the United Kingdom should make the prospects for U.S. exports more favorable than they have been for several years.

A major part of the government's reflationary program has focused on consumer spending, with the greatest impact in the durable goods field. There are signs that spending is beginning to pick up in other areas, presenting more widespread market opportunities.

With excess capacity still great, private investment prospects remain depressed. However, the Government has speeded up investment programs of nationalized industries, which may increase demand for sophisticated heavy machinery. A renewal of stock-building can also be anticipated, with favorable effects on demand for imported raw materials and semifinished goods.

Industries of interest

Specific industries of interest to U.S. producers include:

► Mechanical Engineering: In the past year, this sector has displayed a very mixed picture ranging from a boomlet in the auto industry to a rather serious recession in the machine tool sector. Because of the government's action in reducing purchase tax and liberalizing hire-purchase conditions on motor vehicles last year, there occurred a surge of buying on the part of consumers which sparked full production runs by the big four automotive makers as well as surprising recoveries of accessories and component manufacturers, which had only six months to a year ago been experiencing a severe recession. The outlook for passenger vehicles, accessories, and components should continue very good this year.

One of the most depressed sectors in the U.K. economy today is the machine tool industry and the outlook, even if orders were to start flowing in now, is very black for the next 9 to 12 months at least. American machine tool manufacturers are already strongly represented through subsidiaries in the United Kingdom and the

chances of further increases in the U.S. share of this market in 1972 are not particularly bright.

Mixed outlooks appear to be in store for food machinery, printing and packaging machinery, and processing plant producers. For the hotel and catering areas there will continue to be good opportunities for business in selective lines.

There is much, but largely undefined, interest in new products and trends relating to pollution, the environment and ecological problems. American manufacturers with new products in the environmental field could probably cultivate new markets here.

► Aero and Electronics: Most U.K. observers agree that 1972 may be somewhat better than 1971 in the aero and electronics industries but mostly because 1971 was a bad year. However, firms are still waiting for growth rates to accelerate.

In the electronics industry only communications is looking toward continuing profitable growth, with components, avionics, computers and instruments (including control) having mixed or gloomy short-term prospects.

Communications equipment enjoys the continuing benefit of heavy annual Post Office expenditures estimated at 125 million pounds per year. The electronic components industry may be facing another price war and will in any event be very highly competitive. Upward prospects for avionics depends upon more aircraft orders, not presently in sight. Instruments and control devices are largely dependent upon an upturn in capital expenditures. Computers are perhaps the gloomiest part of the U.K. electronics industry, with the knowledgeable *Electronics Weekly* predicting that "Only expensive failures will spice the drab months ahead".

► Agriculture: Prospects for exports of U.S. agricultural commodities to the United Kingdom during the first half of 1972 are for a decline overall from the same six months of 1971.

► Coal: The coalminers' strike which began Jan. 9—Britain's first national coal strike since 1926—may determine how much American coal is exported to Britain in 1972. The United Kingdom would ordinarily be self-sufficient in non-coking coal requirements, and has healthy stocks at the moment, but may have to import if the strike lasts too long. As for coking coal, Britain bought about 360,000 tons of coke from the United States in 1971, and the same order of magnitude is expected for 1972 unless the figure is lower because of cheaper prices from Australia or higher because of the strike.

► Chemicals: The United Kingdom needs a general economic upturn to save its chemical industry from another disastrous year like 1971. From January to September 1971, raw material and fuel costs went up 9.5 percent while chemical prices rose only 8 percent. During that same period, pretax profit declined almost 6 percent. In the 12 months ending September 1971, U.K. chemical output growth was less than 0.5 percent. A volume increase is needed for the current year, especially in capital-intensive areas (plastics and organics).

This situation will limit U.S. chemical exports to the United Kingdom. Bad times in the domestic market mean the industry is plagued with overcapacity—especially in the petrochemical sector. The result is that importers into the United Kingdom will have a hard time getting under domestic prices. The British industry will be more on the alert than usual for instances of dumping in its home market.

Overcapacity also means that British producers will be putting extra effort into their own exporting. British exports of chemicals are, in fact, growing at a much faster rate than imports.

► Paper, Pulp and Board: Uncertainty characterizes this sector of American industry as far as the United Kingdom—and the entire Common Market—are concerned. The question is whether the EEC will grant preferential status to the EFTA non-applicants, two of which—Sweden and Finland—compete with the American industry for the European paper and board market. If special status is granted these countries, the resultant disadvantage could drive American paper exports out of Europe altogether, according to the American Paper Institute. On the other hand, the loss by Canada of her Commonwealth preference at Britain's entry into the EEC will remove the advantage that country formerly enjoyed over the United States in selling to the British market.

EXPORTS BOOST U.K. — *Big export gains in 1971 have brightened Britain's prospects. Here, the Manchester Docks.*

► Particular Opportunities: The proposed (but only partly approved) expansion of the British Steel Corporation over the next 10 years will provide possible work for American construction engineering companies.

Another opportunity is provided by the discovery of oil in the North Sea. American technology is admitted necessary here, and at least one large Scottish company is already anxious to represent American suppliers of rigs and other equipment.

Structural Changes In Swiss Industry Will Keep Imports At High Level

The Swiss economy continues to move at a brisk pace. Real gross national product grew by an estimated 4 percent in 1971 and imports rose at a faster rate. Demand for semifinished products in industry will keep the import level up during 1972.

Slower increase

Although excess demand still characterized the economy in early 1971, notes the U.S. Embassy in Bern, indications of cooling off began appearing by mid-1971. The somewhat slower increase in real growth in private consumption, private investment and exports together with effects of the 7 percent revaluation of the Swiss franc in May produced limitations on production and inventory accumulation. Recent international economic developments have introduced a further note of caution.

Switzerland's high rate of import expansion, which in 1970 approximated 23 percent, contracted somewhat in 1971 to approximate that for exports. High import rates have been brought about by increased imports of investment goods, primary materials, and semi-finished products. For the first nine months of 1971, import value increased 7.6 percent over the same period for the preceding year. The value of exports rose by 7 percent.

The rate of import growth is unlikely to decline appreciably. Structural changes in industry with greater emphasis on value-added production will require continued significant imports of semi-finished products.

The rate of export growth is expected to decline, as a result of economic turndown in Switzerland's major trade partners. However, it is anticipated that price factors will not significantly affect foreign demand.

The impact of construction on economic stabilization is still of concern and is being limited by government policies. Increase in investment in construction is estimated at 8 percent in 1971. Construction of both industrial and residential units for the first half of 1971 were at the same high levels of 1970.

Wage and price levels are rising at unprecedented rates, reflecting increased domestic costs. While the wholesale index rose by only 2.5 percent through the end of October over October of the previous year, consumer prices have been increasing at a faster rate.

Policies are working

Current government measures and policies are expected to contain any resurgence of economic overheating in the immediate future. Economic dampening trends, the aim of both monetary measures and domestic policies, have been appearing. The role of Switzerland as an international money and capital market, however, has a profound effect on what are separate and distinct national economic policies.

Industry trends in the past few years have built up trade patterns with the United States which place it in importance next to Switzerland's leading Common Market trading partners. Germany, of course, remains a predominant Swiss supplier and client.

For the first eight months of 1971, principal suppliers, in order, were West Germany, France, Italy, the United States and the United Kingdom. For the same period, the United States maintained its share of the market as Switzerland's fourth supplier with slightly over 8 percent of the market, a slight decrease from 8.5 percent in the year before.

Technological and quality considerations may well be more determining than price considerations in U.S.-Swiss trade. Barring any adverse international developments, prospects for continued U.S. sales appear good.

U.S. products which continue to be highly sought in Switzerland include: electronic components, semi-conductors, integrated circuits and other sophisticated electronic accessories; aircrafts and parts, navigational instruments, scientific instruments of advanced design for laboratory and industrial use, and sophisticated measuring, control and test instrumentation; medical instruments, and intensive care, monitoring and anesthesia apparatus; industrial controls; electronic data processing equipment, compact computers, commercial software, construction machinery, sophisticated metalworking machinery and accessories; and food processing machinery.

Products in demand

The change in the structure of retail trade and particularly the food trade in the past several years has developed a consumer-goods oriented public with consumption and purchasing patterns similar to those of the United States. Resulting product demands include: specialty foods, fast foods, ready-mix foods; household preparations, paint specialties; and novelty disposables for household, industrial and medical use. Moreover, self-service and laborsaving systems and items are being implemented by industry and the hotel and catering trade.

Switzerland's domestic agricultural production provides only slightly more than half of its requirements for agricultural products, and continuing opportunities exist for U.S. agricultural exports, which last year reached $84 million. Apart from bulk agricultural items, consumer items in the food line offer considerable potential for future growth.

Gabon Has Big Development Plans, And The Funds To Finance Them

Gabon's economy is on the verge of a boom.

The West African country's basic financial position is sound. It has a favorable trade balance and rapidly rising export earnings, a strong reliable economic base of forest wealth, a large and expanding mining sector, a developing infrastructure, an operating budget surplus and a controlled foreign debt.

The U.S. Embassy in Libreville, in its latest Economic Trends Report, states that President Bongo is committed to economic liberalism to further development. Gabon encourages foreign investment and commercial activity by a progressive investment code and by attempts to expand economic and commercial horizons beyond traditional limits. Labor-management relations are peaceful. Gabon's political and economic climate provides a stable environment for investment, commercial activity and growth.

During the four-year period 1967-70 Gabon's gross domestic product increased at an average annual rate of 12.7 percent. Per capita GDP reached $647 in 1970, one of the highest in Africa.

Predominant role

Foreign trade plays a predominant role in the economy, with recorded exports and imports accounting for 43 and 24 percent, respectively, of GDP.

The value of recorded imports rose 40 percent in the period 1968-70, due mainly to rapid growth of domestic demand induced by expansion in domestic credit and completion of the first five-year plan during 1969-70.

France is Gabon's most important trade partner, accounting for 57 percent of total imports during 1968-70. Between 1968-70 the United States increased its share of total imports from 9 to 11 percent.

Into Gabon's highly favorable economic situation will come a multinational investment of over $140 million over the next four years for construction of the first leg of the Transgabon Railroad from the port of Owendo near Libreville to Booue in the interior. Following will come another leg, costing about the same, from Booue to Belinga, where close to a billion tons of 65 percent iron ore awaits exploitation.

The railroad will open up new forest land, provide cheaper transport costs for goods, permit prospecting for minerals in little-explored areas, boost agricultural production by providing access to potentially rich agricultural regions, and spark accompanying infrastructure and industrial developments.

The railroad is not the only high priority project coming up. Gabon's Five-Year Development Plan (1971-75) sets an ambitious program and provides many sales and investment opportunities for U.S. firms.

Gabon regards its forests as the most steady and reliable of its resources, and forest wealth will remain fundamental in the economy. The Five-Year Plan calls for establishment of more industries to use domestic wood.

Oil producer

Gabon is the second largest producer of oil south of the Sahara; production has increased steadily every year and should approach 7 million tons in 1973. High quality manganese reserves are estimated at 200 million tons, and uranium is plentiful. Mining inventory programs are under way.

Gabon is focusing upon creating industries which will treat its raw materials or produce items now imported. Planned projects include expansion of the oil refinery at Port Gentil, a marble works, creation of a sugar refinery and facilities for production of cement, cable, nails, plastics and fertilizers.

An ambitious program of road construction is planned.

The port of Owendo should be completed in 1973 and will foster development of a fishing port, petroleum depot, timber staging depot, dock yards, industrial zone and cold storage complex.

New airports

New international airports planned for Libreville and Franceville and creation of additional airfields in the interior offer U.S. suppliers an outstanding market opportunity.

An elaborate program of electrification is under way, with construction of a hydroelectric power plant already begun at the Kinguele Dam complex. Other electric sites are planned throughout the interior.

A program of hospital and school construction is included.

The Government is committed to

GABONESE FACTORY—*Gabon's forest resources are converted into plywood for export in this plant at Port Gentil.*

tourist development centered around Libreville's beaches, hunting and a game preserve in the interior. An Intercontinental hotel to open this year will double Libreville's tourist capacity. Construction of another large luxury hotel is expected to begin in 1972, and increased tourist facilities in the interior are planned.

French can help

Although Gabon's market is traditionally tied to Europe, its drive for diversification and the impact of development projects upon the economy mean that there are many opportunities for American companies. Working through the home offices of major French trading firms or local French firms to obtain local representation has proved successful for many U.S. businesses. Most successful American ventures in the Gabonese market have resulted from personal visits and the ability of the American company to operate in a French-African environment.

MODERN MINING IN GABON—*The latest methods are used to extract manganese ore at this mine near Franceville.*

Brazil Continues Rapid Advance; Market Outlook For 1972 Is Good

Brazil's economic outlook is excellent.

With its sizable, burgeoning economy, stable political scene, and good business climate, Brazil is an attractive market for U.S. exports and investment. Gross domestic product has been growing at a high, sustained pace in recent years and increased by an estimated 11.5 percent in 1971 to approximately $40 billion.

Randolph Reed, Assistant Commercial Attache at the U.S. Embassy in Rio de Janeiro, adds that industry continues to provide strong impetus to the economy, with an output increase of over 11 percent estimated for 1971. During the first nine months of 1971, industries leading the way were: mechanical equipment (22.0 percent), transportation equipment (19.0 percent), rubber (16.9 percent), and metallurgy (14.5 percent).

Despite drought damage to rice and corn in the center-south regions of Brazil, overall agricultural production registered a 7 percent rise in 1971. Wheat and coffee crops were particularly good, up 59 percent and 142 percent, respectively. With the Brazilian Government giving increased emphasis to agriculture in its investment programs, the future of the sector is bright.

The Program for the Redistribution of Land and Stimuli to Agroindustry in the north and northeast (PROTERRA), announced in 1971, is designed to transform traditional agriculture into a market economy with the rationalization of economic structure, the introduction of new technology in basic crops, and development of irrigation.

Preliminary estimates indicate that little if any progress was made in 1971 in reducing inflation, although the rate of increase in the Rio cost of living index is down. In the first 11 months the general price level rose by 18.5 percent, against 18.3 percent in 1970.

With a net capital inflow of around a billion and a half dollars, Brazil's balance of payments showed a surplus as in the past few years. Foreign exchange reserves reached $1.6 billion at the end of 1971, up approximately $400 million since the end of 1970. The merchandise balance of trade, on the other hand, recorded a deficit of around $200 million, the first in recent years.

Encouraging expansion

Despite the encouraging expansion of exports of manufactured products (an estimated 40 percent in 1971), total export earnings increased to a range of only $2.8 to $2.9 billion, an increase of roughly 2 to 6 percent. The sharp decline in the rate of total export expansion from an average of over 18 percent in the last three years was due largely to lower coffee prices which cut export earnings sharply. Imports, on the other hand, are estimated at $3 billion (f.o.b.), up 20 percent.

Although Brazil's trade deficit appears to be causing a delay in the general import liberalization measures anticipated in late 1970, the Brazilian Government did pass a measure facilitating imports in connection with its export promotion program. Exporters of manufactured products are exempted from customs duties and industrial products taxes on their imports of machinery and equipment, parts and accessories, raw materials, packaging and scientific instruments valued up to 10 percent of the increase in their exports of manufactured products over the previous year.

On Jan. 1, 1971, the policy direction and structure of the Industrial

Development Council (CDI), which grants incentives for investment, changed. In contrast with the previous policy of approving incentives for individual projects in an *ad hoc* manner, the CDI now establishes incentive policies for whole industrial sectors. Since the principal incentive which the CDI grants is exemption from import duties and taxes on imported machinery and equipment, the CDI's selection of industries for incentive benefits provides a good indication of the types of foreign equipment which will find a good market in Brazil. Thus far, the selected industries include: chemicals and petrochemicals, shipbuilding, steel, automotive, textiles, earthmoving equipment, machine tools, cement, teleprinting machines, crawler tractors, and telegraphic multiplex equipment.

In September the Government published its First National Plan for Economic and Social Development for 1972-74, a document which outlines concisely the Government's development strategy and goals over the next three years. Two of the principal goals are to sustain an economic growth rate of between 8 and 10 percent and to reduce the rate of inflation to around 10 percent by 1974.

In the investment program to be undertaken over the period covered by the plan, high priority is given to education ($5.2 billion), agriculture ($2.6 billion), housing ($2.9 billion), and health-sanitation ($2.5 billion), all areas of high social import. Projected investments in infrastructure include $4.1 billion for energy (chiefly electric power), $3.4 billion for transportation (over half for highways), and $500 million for communications.

In industrial development, public and private expenditures are expected to reach $5.1 billion, including $1.3 billion in the mechanical and electrical industries, $1.2 billion for steel, and $900 million for chemicals and petrochemicals. With Eximbank as well as international financing available to back them up, U.S. suppliers are in excellent position to compete for the imports of goods and services which will be required to undertake the investment program set forth by the plan.

SAO PAULO PARTS DEPOT—*This new parts distribution center of Allis-Chalmers is equipped and stocked to provide fast delivery to customers throughout Brazil.*

The Eximbank recently expanded its activities in Brazil to include Cooperative Financing Facility (CFF) agreements (joint financing agreements) with Brazilian banks establishing Ex-Im lines of credit which totalled $117.5 million as of Dec. 8. With the matching funds raised by the participating banks and the 10 percent down payment required from customers, these CFF agreements could finance as much as $258 million of U.S. exports to Brazil. The CFF program and the new Ex-Im Relending Facility Program are designed to assist U.S. exporters to reach small and medium size purchasers of U.S. equipment.

Opportunity to compete

U.S. suppliers also have an opportunity to compete with European and Japanese companies to win contracts for goods and services financed by the IBRD and IDB. The principal sectors in Brazil for which IBRD and IDB financing is projected include steel, highways, iron ore, hydroelectric power, and agriculture.

Reversing the trends in recent years, the United States increased its share of Brazil's imports from 30.1 percent in 1969 to 32.2 percent in 1970. The United States widened its lead over its closest competitors: West Germany (12.6 percent), Japan (6.2 percent), and the United Kingdom (5.6 percent).

Brazil's imports from the United States in 1970 totaled $918 million, up 34.6 percent over 1969. Imports of U.S. chemicals and pharmaceuticals rose an astonishing 62 percent. Other sectors registering substantial increases were: miscellaneous manufactured products (44 percent); machinery and vehicles (35 percent); and raw materials (33 percent).

The outlook for Brazilian imports from the United States in 1972 is good. U.S. trade statistics show that U.S. exports to Brazil totaled $966 million in 1971, an increase of 15 percent over 1970.

Local representatives of U.S. companies are optimistic and generally report that the competitive position of U.S. products in the Brazilian market has improved. Factors cited are: The prices of many European and Japanese products have risen relatively more than those of U.S. products and will probably rise even more as a result of the revaluation of major currencies in relation to the dollar; and U.S. sales of goods and equipment are receiving abundant financing at very favorable terms, primarily as a result of the increased activities of Eximbank in Brazil.

World Trade Actions

Canada Textiles Need Label; Other Nations Act On Trade

Canada: Effective December 1, 1972, all consumer textile articles in Canada, including imported articles, must bear labels carrying three basic pieces of information: generic names of fibers present; percentage content of fibers identified; and the name and address of the individual or firm responsible for labeling the article. These labels must be in English and French, and must be attached to the product or be clearly visible to the consumer at the time of purchase.

On imported articles, the country of origin must also be shown if the individual or firm responsible for labeling the article wishes to indicate that the product is imported. Labels may be applied in Canada on imported articles if prior arrangement is made with the textile products inspector at the port of entry.

Products subject to the new requirements include: consumer textile articles worn or carried on the person; floor and furniture coverings; mattresses, cushions, slip covers, throws and other covers for furniture, automobile seats and appliances; covers and pads for ironing boards; draperies, curtains, shades, tablecloths, placemats, napkins, towels, wash and dish cloths; sleeping bags; pillows and other consumer articles for use on beds; yard goods, yarns, ropes, tines and shoelaces; umbrellas and parasols; and tents.

Copies of the detailed regulations may be obtained from the Department of Consumer and Corporate Affairs, Ottawa, Ontario.

Austria: Temporary border tax exemptions and unilateral tariff reductions have been renewed again by the Government as part of its effort to combat inflation (See *Commerce Today*, Oct. 4, 1971, Page 54). Extended an additional six months, these benefits are scheduled to remain in effect through June 30.

Several items have been added, several withdrawn from the list of tax-exempt items. Products of particular interest to U.S. exporters newly exempt from taxes ranging from 7.75 to 10.6 percent are: colors based on carbon black (ex 32.07-P); hardeners for epoxy resins (ex 38.19-L); polyamides, and their polycondensation mixtures (ex 39.01-D5b); and ion exchangers (39.01-39.06).

Further information is available from the Western Europe Division, BIC-888, U.S. Department of Commerce, Washington, D.C., 20230.

Czechoslovakia: Emphasizing its desire to improve trade relations with the United States, the Czechoslovak Government recently appointed its first Commercial Counselor to the U.S. He is Vladimir Novacek, who has worked in Prague on the personal staff of the Czechoslovak Minister of Foreign Trade. At his new office in New York, Novacek continues to serve as a direct representative of the Czechoslovak Ministry of Foreign Trade.

In early January, Novacek met with Assistant Secretary of Commerce Harold B. Scott to discuss ways of expanding U.S.-Czechoslovak trade. He presented a "List of Basic Development Programs" which might offer opportunities for U.S. businessmen in Czechoslovakia.

The list includes: agricultural equipment for mechanization of plant and animal production, as well as equipment for the production of tractors, tipper-trailers, semi-trailers and trailer trucks; equipment for the production of trucks and passenger cars; equipment for coal mining; equipment for power plants; machinery for the textile, leather-working, footwear, rubber and plastics industries; machines and equipment for the construction industry and road-building.

Other areas projected for development in Czechoslovakia which might offer possibilities for U.S. business are: measuring, regulation, and control equipment; certain numerically-controlled machine tools; forming machines; and flexible automatic engineering production lines. In order to ship the foregoing commodities, the U.S. firm must submit an export license application for approval by the Department.

In implementing development plans for these items, the Czechoslovak agencies may be interested in both licensing and trade cooperation with American firms.

Inquiries should be directed to the Office of the Czechoslovak Commercial Counselor, 180 Madison Ave., New York, N.Y. 10016.

Australia: The Tariff Board plans to investigate whether assistance should be given to Australia's lightning arrestor industry for goods falling under BTN items 85.19. The United States is a significant supplier of the goods under investigation, providing 42 percent of total imports in fiscal 1969-70 valued at $2.8 million.

Prior to making its recommendations, the Tariff Board conducts an investigation of the industry and then holds public hearings on the case. Interested foreign suppliers or their representatives in Australia may submit evidence to support their case.

For information write the Secretary of the Tariff Board, Kings Ave., Canberra, A.C.T. 2600, Australia. General information on

Tariff Board procedures is also available from the Far East Division, BIC-892, U.S. Department of Commerce, Washington, D.C. 20230.

Israel: Effective Jan. 1, the import deposit required on goods exceeding $119 in value entering Israel is 30 percent. This deposit requirement, imposed in 1969 at a rate of 50 percent, was subsequently reduced to 40 percent in January 1971. The deposits are held by the Bank of Israel for six months at 6 percent interest.

India: The Government introduced several revenue raising measures, effective Dec. 13, 1971, to meet emergency budget requirements. Of interest to U.S. exporters, a regulatory duty of 2.5 percent *ad valorem* has been imposed on most imports. A few items are exempt, including foodgrains, books, samples and trade catalogs, and gifts. Canned foods, beverages, cigarettes, certain dyes and paints, paper and articles of paper, domestic refrigerators, automobiles, plastic, and machinery are subject to a regulatory duty of 10 percent *ad valorem*.

Angola: Decree Law 478/71 of Nov. 6, 1971 of the Provincial Government of Angola set up a new system of priorities for import payments and capital transfers. Under the new law all imports are subject to prior licensing by the provincial Bureau of Commerce. Availability of foreign exchange for payment will depend on the essentiality of the goods or services for economic development or public consumption, health and well-being. Restrictions will be felt primarily through sharply reduced issuance of licenses for non-essential and luxury goods and goods in competition with local products.

A summary, in English, of the Decree and the provisions thereof is available, on request, from the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230; (202-967-2436).

Nigeria: A Feb. 28 deadline has been established by the Nigerian Government for the filing of information on that portion of profits and dividends earned but not repatriated by non-resident shareholders from 1969 through Dec. 31, 1971. Returns on dividends to be repatriated during the 1972-73 fiscal year (April 1, 1972-March 31, 1973) should also be submitted by that date. The Nigerian Government announcement of Jan. 12, entitled "Government Demands Declaration of Remittance of Outstanding Dividends," states:

"The Federal Ministry of Finance has announced that all outstanding profits and dividends as of Dec. 31, 1971 due for payment to non-resident shareholders, should be declared to the exchange control division of the Federal Ministry of Finance as per the following details: (A) Arrears, if any, of dividends and profits as at Dec. 31, 1969 less the amount already remitted abroad: (B) Outstanding dividends and profits for the year ending Dec. 31, 1970 less the amount already transferred abroad: (C) Dividends and profits for the year ending Dec. 31, 1971."

"These returns should be addressed to the Permanent Secretary, Federal Ministry of Finance, and marked for the attention of the Exchange Control Officer, Room 324, Mosaic House, Tinubu Square, Lagos. All non-resident enterprises interested in repatriating dividends in 1972-73 Fiscal Year, should please submit their returns on or before Monday, Feb. 28."

Mexico: Effective Jan. 7, the Mexican Government abolished specific duties and reduced the *ad valorem* duties to a uniform rate of 7% on a wide range of measuring, checking and testing instruments and appliances, classified mostly under headings 90.16, 90.22, 90.25, and 90.28 of the Brussels tariff classification.

Guyana: Effective Jan. 1, imports of more than one hundred commodities, mainly selected foodstuffs, alcoholic beverages and furniture and fixtures, were completely banned, with the exception of imports from members of CARIFTA (Caribbean Free Trade Association). Licensing restrictions were placed on a few other items.

Additional information is available from the U.S. Department of Commerce, BIC-886, Washington, D.C. 20230.

Spain: The 1972 import quotas for globalized items, have been raised a flat 10 percent for the 58 product categories on the list. This represents the same increase in quotas granted last year.

The quotas establish the maximum value in pesetas, of import licenses that the government theoretically will grant in 1972 for those items that fall under the globalized quota system. The level is indicative, but not binding, because in practice actual imports may exceed or fall short of the established figure. For several years the value of licenses actually issued in various categories has exceeded the authorized quotas.

The complete global list is available upon request from the Western Europe Division, BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. Shippers Are Reminded Of Korean Warehouse Rules

Current customs regulations of Korea provide that the length of time commodities shipped under bonded warehouse transaction arrangements can be stored in bonded warehouses is one year. The Government has been putting up for public auction for collection of storage charges and customs duties any goods kept in such warehouses longer than a year. U.S. suppliers shipping commodities into bonded warehouses in Korea in anticipation of future sales are therefore cautioned to assure through their agents in Korea that such commodities are cleared within the specified period of time.

International Business Reports

Trends in Direct Investments Abroad by U.S. Multinational Corporations, 1960-70. Published by U.S. Department of Commerce. Available on request.

The third volume in the Commerce Department's continuing series of studies on foreign direct investment by U.S. multinational corporations notes that the book value of U.S. foreign direct investment more than doubled from 1960 to 1970, reaching $78 billion. Foreign direct investment income repatriated to the United States rose from $2.9 billion to $7.9 billion over the same period, and now constitutes 12 percent of total U.S. balance of payments current account receipts.

The new volume of the Commerce study is a companion to *Policy Aspects of Foreign Investment by U.S. Multinational Corporations,* published Jan. 31, and *U.S. Multinational Enterprises and the U.S. Economy,* made public Jan. 13. The latter publication was prepared by the Harvard University Graduate School of Business Administration, and the other two by Commerce's Office of International Investment.

Write: Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Trade With China. Published by Pan American World Airways. 126pp. $3.95.

Americans interested in visiting or doing business with the People's Republic of China should find this guide helpful. It discusses China's trade policies and patterns, key imports and current exports, and the role of state trading corporations, and advises on the procedure for establishing contact and the importance of an invitation to the Chinese Export Commodities Fair. There is information on contract negotiations, terms and conditions, payments and customs, inspection and testing, and patent and trademark regulations. U.S. Government policies on trade with China are covered, including the general license list for U.S. exports to China and U.S. restrictions on Chinese imports.

China-bound travelers will be interested in the material on visa and health requirements, customs and currency, transportation and accommodations, food and entertainment, and shopping.

Write: Trade With China, Pan American World Airways, Publication Department, Pan Am Bldg., 48th Floor, 200 Park Ave., New York, N.Y. 10017.

Survey of Markets, 1971. Published by The Financial Post, Toronto. 322pp. $11.

Designed as a guide to where the best markets are to be found in Canada, this publication ranks all areas in terms of sales propects and income levels, and offers projections of population growth by area. Includes statistics and comments on each Canadian manufacturing industry and outlines developments in industries such as banking, insurance, utilities and agriculture.

Write: The Financial Post, 481 University Ave., Toronto 2, Canada.

Calendar For World Traders

Feb. 22 — Albany, N.Y. — DISC Seminar, Commerce Field Office. Sponsors: Capital Dist. Chamber of Commerce, Field Office.

Feb. 23—Syracuse—DISC Seminar. Sponsors: Greater Syracuse Chamber of Commerce, Field Office.

Feb. 24—St. Louis—World Trade Club dinner meeting, Bel Air West, 6 p.m.

Mar. 1-2—New York—Conference on DISC, World Trade Institute, World Trade Center. Sponsors: IEA, World Trade Inst., Commerce Field Office.

Mar. 2—Milwaukee—World Trade Club monthly meeting, Ramada Sands Motel. Subject: DISC.

Mar. 7—New York—FCIB roundtable conference on international credit, collection and exchange problems, Summit Hotel, noon.

Mar. 7—St. Louis—'Show you' export workshop, Commerce Field Office, Federal Bldg., 2 p.m.

Mar. 8—New York—FCIB Publishers Export Credit Group dinner meeting, Advertising Club, 4 p.m.

Mar. 9—Atlanta—DISC Seminar, 9:30 a.m.-12:15 p.m., Georgia Power Co. Auditorium, 270 Peachtree St., NW. Sponsors: International Council of Atlanta Chamber of Commerce, Field Office.

Mar. 9 — Boston — Tradewinds roundtable seminar, 4 p.m., and dinner meeting, 6:30 p.m., Anthony's Pier 4 Restaurant, 140 Northern Ave. Sponsor: International Center of New England.

Mar. 14—Chicago—Overseas Automotive Club international meeting, 3 p.m., and international reception, 5 p.m., Sheraton-Chicago.

Mar. 15—Stratford, Conn.—Combination Export Managers Assn. of Connecticut general luncheon meeting. Subject: DISC.

Mar. 23—Cleveland—27th Annual Cleveland World Trade Conference, Statler-Hilton Hotel.

Mar. 28—Newark—DISC Seminar. Sponsors: New Jersey State and Greater Newark Chambers of Commerce, New York Field Office.

Mar. 29—Johnson City, Tenn.—Export seminar on financing and insurance, Holiday Inn, 9 a.m.-3 p.m. Sponsor: Atlanta Field Office.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

PERU & VENEZUELA. Dual Trade Mission. Two specialized trade missions, to coincide with the international fairs Tecnopan and Tecnomin, will begin April 15 with the mining industry mission (Tecnomin) traveling to Peru ending April 23 and the fisheries mission (Tecnopan) to Peru and Venezuela ending April 29. The Department of Commerce will operate a Business Information Office within the facilities housing Tecnopan. Call Franc Manzolillo, 202-967-3752, about the mining mission, Richard Eisenmann, 202-967-3905 about the fisheries mission. April 15-29.

ITALY. Industrial and Commercial Security. Economic expansion has created security problems which can be remedied by sophisticated systems and devices. The number of security-conscious businessmen has increased significantly, resulting in a good market for such equipment. Call Robert B. Wallace, 202-967-4508. Milan Trade Center, May 9-13.

IRAN. Usime '72. This show should attract from 85 to 95 exhibitors in the following fields: heavy construction; heating, ventilating, and air conditioning; automotive; industrial tool; communications; agribusiness; textile; training equipment; office; and medical equipment. With the booming economy and hard currency availability, exhibition officials expect sales at this year's fair to greatly exceed the $12.8 million generated by a similar Tehran fair in 1970. A limited number of exhibitor spaces are still available. Call Don Ryan, 202-967-3137. Tehran, May 13-19.

GERMANY. Autoplast '72. This show will feature controls, instrumentation, automated machines and systems for the plastic production industry. Newly developed machines, certain raw materials and specialty products in demand in Germany will also be included. By 1975, plastics production in the Federal Republic is expected to reach 6.6 to 8.8 million tons, an annual increase in output of 5 to 10 percent. Dramatic growth in plastics use is occurring in the building industry, in packaging, in the automobile industry and in plastic furniture. Call A. J. Beiring, 202-967-3713. Frankfurt Trade Center, May 15-19.

UNITED KINGDOM. Materials Management Equipment. British buyers are seeking new and more sophisticated equipment and systems to fill their materials handling needs. Rapidly rising labor costs, coupled with tax incentives for capital investments, are encouraging British buyers to look to the United States for many types of equipment. This exhibition will be held in conjunction with the International Mechanical Handling Exhibition (IMHEX). Call Don Schmadel, 202-967-4601. London Trade Center, May 15-19.

JAPAN. Metal Surface Finishing and Treatment Equipment and Supplies Exhibition. Targets of the pre-show promotion campaign in Japan will be automobile manufacturers and body makers, metal processors and platers, housewares and major appliance manufacturers, the electronic and electrical industries, and ship builders and paint applicator makers. Also considered will be individual exhibitor end user interests. Call Robert Levine, 202-967-4705. Tokyo Trade Center, May 22-27.

ITALY. Automotive Service Equipment, Supplies, and Auto Accessories. Auto sales in Italy have experienced tremendous growth in the last decade, requiring corresponding growth in automotive maintenance and repair facilities. Motor vehicle registration in Italy reached 11.2 million units in 1970, and in 1972 the Italian auto industry is expected to produce a record 2 million vehicles. Italian purchases of automobiles is forecast at 2.6 to 2.7 million cars a year by 1980. This show offers U.S. manufacturers an opportunity to exhibit all automotive-related equipment. Call Gus Duda, 202-967-2434. Paris Trade Center, May 23-27.

MEXICO. Advanced Business Equipment. American manufacturers will find a ready market and benefit from concentrated sales exposure before a wide but select audience of key buyers. Mexican imports of business equipment are estimated at $41 million for the year 1971, and U.S. firms supply an estimated 50 percent of this total. An intensive pre-show market promotion campaign will be conducted by the new U.S. Trade Center to draw the maximum quality audience in this market, which is growing at 10 percent a year. Call Jim Blow, 202-967-4311. Mexico City Trade Center, June 5-9.

SCANDINAVIA. Industrial Process Controls. As a highly industrialized region, Scandinavia continues to undergo expansion and diversification of processing industries. Rising costs and labor shortage are forcing plants to automate in order to remain competitive. Manufacturers are consolidating facilities to achieve greater efficiency. Such factors are creating a growing demand for industrial process controls and related automation equipment. Investment in new equipment in 1971 reached an estimated $45 million in Sweden alone. About two-thirds of total Swedish process control consumption is imported. Call Lee Swift, 202-967-4461. Stockholm Trade Center, June 5-10.

JAPAN. Computers, Peripheral Equipment and Software. Japan is one of the best export markets for U.S. computers, peripheral equipment, parts and accessories for computing equipment. Dependence on U.S. high technology computing equipment and parts is expected to continue for several years. The outlook for U.S. exports of software packages is also bright. Call Maurice Shea, 202-967-4511. Tokyo Computer '72, June 8-13.

POLAND. Industrial Process Control Equipment. Polish industrial production has grown at a rate of 9 percent per year during the last decade. The Polish market offers excellent prospects to producers of industrial process control equipment. The main guidelines for future development of Polish industry indicate rapid expansion in those branches of industry which accelerate technological advance and increase the efficiency of labor. This heavy planning emphasis suggests that the demand in Poland for industrial automation equipment including industrial process control equipment will expand within the current five-year plan period. There is room for increased sales for those U.S. firms that make a conscientious effort to cultivate the market systematically. Call Oleg Jerschkowsky, 202-967-5777. Poznan International Fair, June 11-20.

FRANCE. Apparel Manufacturing Equipment. Sales by the French apparel industry have increased spectacularly. A main factor in these sales advances is the new attention given by French apparel manufacturers and big-name couturiers to the creation and marketing of modish but moderately priced ready-to-wear clothing for men and women. If the French are to keep their international reputation as fashion leaders in the era of mass production, they must continually purchase new machinery and adopt sophisticated production techniques. Call Don Johnson, 202-967-2795. Paris Trade Center, June 12-16.

GERMANY. Passive and Electromechanical Electronic Components. Manufacturers of passive components in the

largest and fastest growing electronics market in Europe expect average annual growth rates of 8 to 10 percent over the next three years. Call Jack Crown, 202-967-4421. Frankfurt Trade Center, June 12-16.

JAPAN. Electro Optical Equipment and Components. The Japanese market for lasers and fiber optics is in its early growth stages, net purchases of lasers in 1970 coming to nearly $5 million and fiber optics slightly less than $12 million. Annual purchases in the next few years are expected to rise very rapidly, 35-40 percent for lasers and 20-25 percent for fiber optics. Imports are expected to play an important part in meeting Japan's future demands, with the United States supplying as much as 30 percent yearly. Call Randall Miller, 202-967-4512. Tokyo Trade Center, June 19-24.

CENTRAL AMERICAN COMMON MARKET & PANAMA. U.S. Technical Seminar. This special event will feature U.S. industry experts who will present technical papers on the topic of food processing and general packaging. Guatemala City and San Jose are on the itinerary. William C. Simms, Editor of McGraw-Hill's Modern Packaging Encyclopedia, has been designated as Seminar Chairman and is organizing speakers from U.S. industry. In addition to their technical presentations, mission members will have an opportunity to make personal business appointments. Call Ed Wasson, 202-967-5297. June 19-29.

ITALY. Assembly Engineering Equipment Exhibition. In 1970 Italian industry purchased $200 million worth of assembly equipment, fasteners, adhesives, and related products and equipment. Because Italian wage rates are the highest in history, manufacturers are seeking to remain competitive by reducing costs of production. Call Sam Spaulding, 202-967-3968. Milan Trade Center, June 20-24.

THAILAND. Bangkok 72 Construction Equipment & Building Products Exhibition. Thailand has experienced a construction boom in the past decade. The average growth rate for construction during the last 10 years was 15.2 percent, fifth highest of all Thai industries. Thai builders, architects, contractors and subcontractors have expressed interest in seeing the latest and best in U.S. equipment. Call T. R. Padgett, 202-967-4727. Bangkok Trade Center, late June.

MEXICO. Food Processing Machinery and Equipment Exhibition. Imports of food processing equipment into Mexico climbed to $10.5 million in 1970, and are expected to reach $15 million by 1975. Expansion and modernization of this industry will present attractive opportunities to U.S. companies, which captured two thirds of all Mexican imports during the 1966-70 period. This is the most important market in Latin America for American food processing equipment manufacturers. Call Bob Vigneault, 202-967-4311. Mexico City Trade Center, Sept. 4-8.

JAPAN. U.S. Packaging Machinery Exhibition, TOKYO PACK '72. In 1970 U.S. exports to Japan of packaging equipment, including handling and conveying machines, came to more than $10.5 million. Changing retail distribution patterns have created new demands for sophisticated packaging machinery. The acute labor shortage has accentuated the need for greater efficiency in production techniques where packaging is an important factor. TOKYO PACK is unique in Asia as an international show-place for packaging equipment. In 1970 off-the-floor sales at the U.S. Exhibition were nearly $1.5 million. Call Robert Levine, 202-967-4705. TOKYO PACK '72, Sept. 6-12.

ITALY. Plastics & Plastic Processing Equipment. Italy, the second largest plastic producer in Europe and one of the world's fastest growing consumers of plastics, is hosting the world's second largest plastics exhibition, a key vehicle for entrance into the entire European plastics market. Italian consumption of plastics has been growing at an average annual rate of 20 percent for the last five years; this is expected to continue. Research has confirmed good sales potential for specialty plastics, modern, automated plastic processing machinery, and selected semifinished and finished plastic products. Call Robert Wallace, 202-967-4508. U.S. Commercial Exhibition, PLAST '72. Milan, Oct. 8-15.

SWITZERLAND. Nuclear Equipment. The application of nuclear technology for industrial, medical and scientific purposes is one of the fastest growing and most promising fields. As commercial applications of nuclear technology become more widespread, the market for nuclear equipment and instruments will expand. Sales of nuclear equipment are rising as the industrialized countries of Western Europe expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. Call John Wolf, 202-967-4974. U.S. Commercial Exhibition, NUCLEX '72, Basel, Oct. 16-21.

TAIWAN. Industrial, Business and Scientific Equipment Exhibition. This will be the third exhibition of its type to be held in Taiwan. At the Exhibition held in Taipei from Nov. 30-Dec. 5, 1970, 50 U.S. manufacturers sold $516,515 worth of equipment during the show and forecast over $12 million in sales within two years from sales contacts made at the exhibition. The United States is Taiwan's second largest supplier with over 30 percent of its total U.S. $1.8 billion import market. Call Don Ryan, 202-967-3137. U.S. Commercial Exhibition, TAIPEI '72. Taipei, Oct. 16-21.

VENEZUELA. Advanced Business Machinery. Venezuela, with a $10 billion GNP and a 6 percent annual growth rate, is one of the leading Latin American markets for U.S. equipment. Demand for business machines is high. The U.S. share of the market for EDP and other business machines is 35 percent and is expected to keep pace with market growth of about 12 percent annually. The total import market grew 10 percent in 1970 to a level of $1.6 billion. The Venezuelan liquidity position is good. Call Porter Clary, 202-967-4652. U.S. Solo Exhibition, Caracas, Oct. 24-28.

WEST GERMANY. Electronica '72. The Department of Commerce exhibit in the biggest electronics show in the world will feature: Production equipment for the electronics industry; measurement and test equipment for the electronics industry; and electronic components. Indicators point to a 10 percent or better annual rate of increase in the European electronics market through the rest of the 70s. In West Germany, the largest of the European electronics markets, forecasts are up for 1973. ELECTRONICA '72 gives U.S. electronics manufacturers the opportunity to exhibit for this market as it starts to expand again. Call Don Schmadel, 202-967-4601. Munich Messegelaende, Nov. 23-29.

Space Fully Booked

The following exhibitions and trade missions in which all exhibit space has been reserved are still open for visits by interested industry representatives. U.S. firms with sales representatives in these market areas may wish to ask them to investigate the shows.

Mini-Midi Computers & Software, Sydney Trade Center, April 17-21; Materials Test & Quality Control Equipment, Paris Trade Center, April 17-21; Transducer Instrumentation Exhibition, London Trade Center, April 17-21; Electronics Production & Test Equipment, Stockholm Trade Center, April 17-22; Industrial Process & Analytical Instrumentation, Mexico City Trade Center, April 24-28; Quality Control & Reliability Equipment Exhibition-Seminar, Buenos Aires Trade Center, May 15-19; Food Processing & Packaging Equipment, Paris Trade Center, May 15-19.

Sales opportunities in 10 U.S. commercial exhibitions, trade fairs and solo exhibitions and 13 shows at the nine U.S. Trade Centers are being offered to present and potential U.S. exporters between now and November.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Bangkok, London, Milan, Mexico City, Frankfurt, Stockholm, Sydney, Tokyo and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions Div., BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.*

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

ARGENTINA—2821—U.S. participation invited in project to **produce and market polypropylene**. Argentine State Petroleum Entity (YPF) would supply propylene from its distillery. Bid deadline is April 17. Copies of tender available for 3,000 Argentine pesos from Yacimientos Petroliferos Fiscales, Oficina de Licitaciones, Sarmiento 770, Planta Baja, Buenos Aires, by asking for Licitacion Publica N° 1/72. P-72073

ARGENTINA—3519, 3531, 3561—Manufacturer of parts for road construction machinery seeks manufacturing licenses to produce **hydraulic pumps and engines for road construction machinery and undercarriages for tractors**. Establecimeintos Metalurgicos Track S.A. Argentina, Oliveira Cesar 765, Villa Maipu, San Martin, Provincia de Buenos Aires. Attn: Humberto Rando, President. WTD. P-72069

ARGENTINA — 3530 — Manufacturer seeks licenses to produce **five-ton cage hoists, concentration machinery and jigs for mining industry**. Presently produces industrial boilers, industrial refrigeration machinery and other equipment. Industrias Victory S.R.L., Bolivar 444, Buenos Aires. WTD. P-72024

CANADA—3714—Producer of automotive exhaust systems mufflers and pipes, primarily for sports cars, seeks manufacturing licenses and/or technical assistance for manufacture of **catalytic converters for automotive exhaust systems**. Firm's production would be limited primarily to specialty exhaust system market which it now supplies with free-flow exhaust systems. Located in 10,000 sq. ft. plant near Montreal, firm employs 16 and has annual sales around $300,000. Stebro Automotive Manufacturing Ltd., 97 Columbus St., Pointe Claire, (Montreal) Quebec. WTD. P-72064

FRANCE—3841—Recent merger of two leading manufacturers of eyeglasses, and optometrists' and opticians' instruments and equipment provides opportunities for U.S. manufacturers willing to offer manufacturing licenses in field of opticians' and optometrists' instruments and equipment. Newly-merged firm hopes to develop activities in **electro-optics, photocoagulation lasers and topographic instruments**. Essilor International (Cie. Gle d'Optique) 6 rue Pastourelle, 75-Paris 03. Attn: Luc Tagnon. P-72077

FRANCE—7012—Foreign financial and technical collaboration sought for development of **alpine ski resorts**. This is part of intensive French effort to participate in the rapid expansion of winter sports facilities throughout Europe. Ski equipment, particularly snow carts, also wanted. The following resorts have indicated interest in American participation: (1) Les Arcs—village of Bourg St. Maurice (Savoie), Administration Roger Godino, PDG, Societe des Montagnes de l'Arc, 94 Boulevard de Montparnasse, Paris (14); (2) La Plagne—village of Maco-Aime (Savoie), Administration: Robert Legoux, PDG, CCME (Comotir Central de Materiel e'Entreprises), 3 rue de Berry, Paris (8); (3) Valtorens—village of St. Martin de Belleville (Savoie), Administration: Joseph Fontanet, Mayor of St. Martin de Belleville (Mr. Fontanent is also Minister of Labor, Employment and Population) 127 rue de Grenelle, Paris (7); and (4) Flaine—village of Arache (Haute Savoie), Administration: Eric Boisonnas, Societe d' Etudes, de Participation et Development (SEPAD), 7 rue de Villersexel, Paris (7). American ski equipment suppliers can write to: Service d'Etude d'Amenagement de la Montagne, 22 Avenue du Dr Besfrancois, 73 Chambery. P-72085

GERMANY—2879 — Importer, exporter and distributor of all types of insecticidal and fungicidal preparations seeks licenses to produce **technical grades of special pesticides**. Established in 1959 as subsidiary of chemical firm. GE-CHEM Gesellschaft fuer Produktion und Vertrieb chemischer und chemisch-technischer Erzeugnisse mbH, 1 Tullastrasse, D-6800 Mannheim, Baden-Wuerttemberg. WTD. P-72025

GERMANY—3429—Interest in licenses or reverse licensing to manufacture **furniture hardware**. Specializes in production and wholesale of hardware for furniture and construction industries, woodworking machines and tools. Also retails glassware, pottery and hardware. Operates two stores in Germany and subsidiaries in Switzerland and France. Established 1923; employs 550. Adolf Haefele, 70-74 Freudenstaedter Strasse, D-7270 Nagold, Baden-Wuerttemberg. WTD. P-72023

GERMANY—3559—Machine tool manufacturer seeks licenses to make **special purpose machinery for automotive industry, precision measuring instruments and tools**. Firm operates modern facilities, can adhere to specifications with an accuracy of .0004". Customers include major European companies. Gunter Nitsch, Manager Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. P-72065

GERMANY—3999—Cigarette paper and tube manufacturer seeks licenses to produce **hand-operated cigarette rolling machines**. Established 1920; employs 400. Gizeh-Werke GmbH, Breiter Weg, 5275 Bergneustadt, Germany. WTD. P-72018

GERMANY—7525 — Steel construction company seeks license in **automatic parking garages**. Employs 850 and has broad experience in welded structures, hangar and elevated steel construction. Gunter Nitsch, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. P-72022

INDIA—8030—Government seeks to promote establishment of five or six plants to **process and package fruits and vegetables**. Required capitalization for each estimated at $5.5 million. Each facility required to export a percentage of production. Further details available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D C. 20230. P-72037

INDIA—2819—Project to establish **calcium carbide plant** with annual capacity of 14,800 tons. Will include rotating type furnace of approximately 9000 KVA. Seeks design and engineering technology, also suppliers of $1 million equipment for complete project estimated to cost $3 million. To obtain further details and list of major equipment write Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D C. 20230. P-72033

KOREA—3264—U.S. partner to assume **financial control and participate in management of unfinished insulator plant** 10 miles south of Seoul. Plant is about 80% finished; American partner needed who is willing to match $800,000 cash investment of Korean partner. Annual sales of $5 million projected ($4 million for expansion of Korean Electric Co., $1 million in exports). Cha Tong Moon, Managing Director, Room 301, Sam Jung Bldg., 12-1 Susomun-dong, Sudaemun-ku, Seoul. WTD. P-72084

KOREA—7392—Newly-established **management consulting firm** is prepared to provide professional services for foreign companies considering investment or business operations in Korea. Jeonyang Industries, Ltd., I.P.O. Box 2610, Seoul. WTD. P-72021

MEXICO—2842—Newly-organized firm seeks licenses to manufacture **liquid car wax**. Presently produces detergents used in automatic car washes, has other items in test marketing stage. At later date may be interested in licenses in **metal lubricants** field. Miguel Leon Garza, General Manager, Industrias Quimicas Tals, S.A., Juan Amateos 39, Mexico 8, D.F. WTD. P-72020

NETHERLANDS—2500— Manufacturer seeks and offers licenses to produce **metal-framed and other furniture**. Company prepared to consider mutual licensing project where each company produces models designed by the other. Kembo

Furniture Factories N.V., 8 Candialaan, Rhenen. WTD. P-72026

NETHERLANDS—2821 — Licensing and distribution rights for **acrylic sheet, rod and block specialties.** Products of interest are bullet, fire and scratch resistant sheets; cast rods, tubes and blocks; and sheets with a reduced expansion coefficient of less than 0.08 mm/m °C. Firm currently produces 1,500 metric tons annually of polymethyl-methacrylate, using water bath method. Markets in The Netherlands and other European countries. About 65% of production exported. Casolith N.V., Achter de Hoven 116, Leeuwarden. WTD. P-72036

NETHERLANDS — 2851 — Paint manufacturer seeks merger or joint venture. Products include wall paint and primers, lacquer, varnish and putty. Operates two plants, employs about 60. Markets domestically, some export to Germany, Belgium and Netherlands West Indies. Has land available for expansion. H. Poutsma, General Manager, American Chamber of Commerce in The Netherlands, Carnegieplein 5, The Hague. P-72028

NETHERLANDS—2851 — Manufacturer of **wall paints, primers and lacquers** for sale. Owner seeks to retire from active management. Facilities include semi-automated filling equipment, control laboratory. Annual sales about $1 million. G. J. Feenstra, Feenstra's Verf-en Lakfabriek N.V., Potgieterlaan 9, Haren (Gr). WTD. P-72061

NETHERLANDS — 3433, 3585 — Manufacturing and distribution rights for **gas fired industrial air heaters; industrial air conditioning equipment; heat exchanger systems for recovery of heat from industrial fume incinerations; and industrial hydraulic tools,** except those for use in garages. Firm presently produces oil and gas fired air heaters, central heating boilers, pipe bending machines and other equipment. Mr. C. J. van der Ven, VAN DER MARK N.V., 75 Beneden Verlaat, Veendam. WTD. P-72072

NETHERLANDS — 3500 — Manufacturer of pipelines, central heating and sprinkler equipment seeks to diversify through licensing. Wants **products that can be made in series, with maximum weight of two tons per component.** Would be assembled from smaller, prefabricated parts. Products of interest include **valves, filters, coolers, pumps, pollution control and agricultural equipment and equipment for the concrete, petro-chemical and air conditioning industries. Also fire protection and prevention apparatus.** Market would comprise EEC area. W. Lodder, Assistant Manager, C. Bosschaart N.V., 175 Rijksstraatweg, or P.O. box 48, Rijsoord. WTD. P-72076

NEW ZEALAND—3585 — Manufacturer seeks licenses to produce **air conditioning units and equipment** for automobiles, house trailers, mobile homes and pleasure boats. Presently manufactures domestic electric ranges, household refrigerators, home freezers and consumer electronic sound equipment. J. Roy, Finance Director, Atlas Majestic Industries Ltd., Kingdon House, Kingdon St., P.O. Box 9580, Newmarket, Auckland. WTD. P-72032

PERU — 3500, 3700 — American investment sought in **establishment of 55 new industries.** Will include plants to manufacture **agricultural tractors, compressors, automotive accessories, cranes, heavy earthmoving machinery and mining equipment. Also, machine tools, communication equipment and scientific, optical, and surgical instruments.** Expressions of interest are invited by first week in March. Inquiries should be directed to the Oficina Sectorial de Planificacion, Direccion de Planeamiento, Edificio Ministerio de Industria y Comercio, Piso 14—Atencion: Ing. Ivan Arauco, Avenida Corpac s/n, Lima, Peru. Copies of the list of industries available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72070

SAUDI ARABIA — 2844 — Licenses or similar arrangement to manufacture and market **cosmetic and household toilet preparations.** Seeks to utilize U.S. firm's trademark, formula and know-how. Offers equity, royalty or fixed fee. Presently produces small quantities of such toiletries as shampoo, perfume, liquid detergent and cosmetics. Believes export possibilities are good. Skilled technicians would have to be recruited abroad. Chemical & Cosmetics Establishment, P.O. Box 649, Dammam. Further details available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-72038

SUDAN—0141 — Joint Venture partner desired to provide managerial and technical assistance for **an animal and mechanized crop production, processing and industrialization project.** Plantation of 65,000 acres with sorghum and peanuts for oil, cakes and feed planned. Farm will have modern slaughterhouse with capacity for 500 head of lamb per day, 20 deep wells for water supply, well-equipped workshop and powerhouse with 1200 kw. capacity. Foreign capital invited. Additional information available from the Office of International Investment, BIC-878, Washington, D.C. 20230. Salam Badri, Manager, The Agro-Industrial Estate, P.O. Box 644, Omdurman. P-72045

SWITZERLAND—3421, 3634—Manufacturer seeks licenses for metal or **plastic kitchen equipment** for household, restaurant and hotel use. Items of particular interest are electrical or hand-operated juicers, cutting devices for vegetables and fruits, measuring devices for liquids or solids and novel mixers. Produces and distributes electrical and hand-operated household appliances and catering equipment. Maintains sales outlets throughout Europe. Employs 130; annual sales $2 million. Steiner, Sales Manager, Gimelli & Co. AG, Bernstrasse, 3052 Zollikofen, Switzerland. WTD. P-72056

SWITZERLAND—3423, 3630—Manufacturer seeks licenses to produce **small to medium household and kitchen devices, novel hand tools and gardening aids.** Items should be suitable for distribution through department and chain stores. Company manufactures and distributes general hardware, all kinds of hand tools (including power-driven), small machine tools and metal finishing equipment. Employs 180 and is well equipped with machinery. Hermann Luedi, President, Leudi & Co., A. G., 9230 Flawil, Switzerland. WTD. P-72027

SWITZERLAND — 3551 — Important manufacturer of specialized food packaging machinery wants to diversify. Seeks licenses to produce **advanced machinery for wrapping and packaging dehydrated food, cubes and candies.** Of special interest is **equipment to pack prepackaged food products into cardboard boxes and containers for shipping.** Firm also offers licenses for its products. Company operates well-equipped facilities, markets throughout the world. Representative prepared to visit U.S. to discuss licensing agreement with interested firms. Bernard Ischy, General Manager, SAPAL SA, 44 avenue du Tir Federal, 1024 Ecublens, Switzerland. WTD. P-72067

SWITZERLAND—3714, 3540 — Licenses to manufacture **newly developed automotive products, automotive maintenance equipment, sheet metal products and hardware.** Also interested in making **sheet metal housings for ventilating equipment and filters, including noise abatement equipment for industrial ventilators.** Firm currently produces automotive exhaust systems and mufflers. Also performs fabricated metal and foundry work for associated company. Moved into new facilities in 1969. Joseph Stutz, Pres., Salka, Fruttstrasse 17, 6002 Lucerne. WTD. P-72066

THAILAND—2433, 3449 — Ministry of Industry seeking proposals for construction of **10,000 low-cost apartment units** in the Bangkok area. Total price of new units is estimated at about $26 million. Interested companies are encouraged to arrange credits for at least 25 years, for which Ministry of Finance will provide a guarantee. Companies employing prefabricated construction methods are especially welcome. The firm selected to carry out this project will be offered an opportunity to submit a proposal for **5,000 additional units to be constructed each year** for the following nine years. Suwan Ruenyote, Director-General, Department of Public Welfare, Sapan Khao, Krung Kasem Rd., Bangkok. P-72063

UNITED KINGDOM—2890, 3555—Firm seeks licenses to produce **printing inks, offset plates, plate making chemicals, machine room chemicals and lithographic supplies.** Company presently manufactures anodized aluminum, presensitized and multi-metal offset plates, printers' chemicals and solvents, offset printing inks and offset blankets. Established in 1890; employs 100. F. G. Horsell, Managing Director, Frank Horsell & Co., Ltd., Howley Park Estate, Morley, Leeds LS27 OQT, England. WTD. P-72034

UNITED KINGDOM—3569—Licenses to manufacture **pollution control equipment, hydraulic systems, valves and actuators for process control.** Currently makes lubricated and dry bearings for aerospace applications, employs 125. M. G. Lamb, Special Products Engineer, Ampep Industrial Products Ltd., Clevedon, Somerset BS21 6QQ, England. WTD P-72075

UNITED KINGDOM—3800—Joint venture or licensing arrangement to manufacture **surveying and mathematical instruments, sextants, compasses, drafting equipment and lasers** sought by producer established in 1853. Firm makes full line of instruments but would consider U.S. licenses for similar items as well as inquiries concerning joint venture possibilities. Company does mechanical, optical and foundry work, has around 125 employees plus 12 salesmen. Claims annual sales worldwide of $1.3 million. W. F. Stanley & Co. Ltd., 33 Avery Hill Rd., New Eltham, London, SE9, 2BW, England. WTD. P-71693

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Commercial farms

01136—GERMANY—Dry peas. Prices c.i.f. European ports. Helmut Ullrich & Co. (importer, dist.), 32 Neubrueckenstrasse, 4793 Bueren/Westf. WTD in prep.

01137—GERMANY—Clover and grass seeds; seeds for fodder purposes; bird seeds (sorghum, millet and hamp). Prices c.i.f. European ports. Helmut Ullrich & Co. (importer, dist.), 32 Neubrueckenstrasse, 4793 Bueren/Westf. WTD in prep.

Field crop farms

01190—GERMANY—Seeds for agricultural crops. Correspondence requested in German. Heinrich Becker GmbH-Saatengrosshandlung (importer, dist.), 19 Kalistrasse, P.O. Box 145, D-7100 Heilbronn/Neckar, Baden-Wuerttemberg. WTD 1/72.

Fruit, tree nut, vegetable farms

01220—KOREA—Strawberry seedplants, for harvesting until October or thereabouts, 100 each. Should be packed for airfreight or surface freight in containers which will preserve life of seeds in transit. F.o.b. and c.&f./Kimpo or Inchon (via air and surface) quotations; brochures requested. Will accept proposal for joint venture. Mr. Hae Chol Park (farmer), 112 Sangpong-dong, Tongdaemoon-ku, Seoul. WTD in prep.

Dairy products

20210—PORTUGAL—Butter shipped in consumer packages. Ricardo Jose Serradas & Ca. Lda. (importer, retailer), Caixa Postal, 41, S. Vicente, Cape Verde. WTD 7/71.

20231 — PORTUGAL — Powdered milk, packed in sacks of five lbs. Ricardo Jose Serras & Ca. Lda. (importer, retailer), Caixa Postal 41, S. Vicente, Cape Verde. WTD 7/71.

Canning, preserving foods

20330—ICELAND—All kinds of canned preserved or packaged food products (groceries in general). Eggert Kristjansson & Co. h/f (importer, dist.), Sundagardur 4, P.O. Box 899, Reykjavik. WTD in prep.

20330—GERMANY—Canned rice, canned peas, lentils, ready made dishes. Mueller's Muehle-Mueller & Co. KG. (importer, dist.), 42-50 Am Stadthafen, 465 Gelsenkirchen. WTD in prep.

20340 — GERMANY — Pod vegetables. Mueller's Muehle-Mueller & Co. KG. (importer, dist.), 42-50 Am Stadthafen, 465 Gelsenkirchen. WTD in prep.

20341—JAMAICA—Raisins. Quotations c.i.f. Kingston for 2,000 boxes, 30 lbs. each delivered every three mos. H.A.T. Laman. Attn: Wm. Moosang (importer, dist., agent), 46 Barry St., Kingston. WTD in prep.

Grain mill products

20410 — GERMANY — Wheat semolina, flour; cereals of all kinds. Mueller's Muehle-Mueller & Co. KG. (importer, dist.), 42-50 Am Stadthafen, 465 Gelsenkirchen. WTD in prep.

20411—PORTUGAL—Wheat flour. Domingos Antonio Duarte, Lda. (importer, retailer), Caixa Postal 70, S. Vicente, Cape Verde. WTD 12/71.

20430—ETHIOPIA—Rolled oats, oatmeal in retail packages. N. A. Polytaridis (importer, dist., retailer), P.O. Box 1767, Addis Ababa. WTD 1/72.

20430 — GERMANY — Cereal barley. Mueller's Muehle-Mueller & Co. KG. (importer, dist.), 42-50 Am Stadthafen, 465 Gelsenkirchen. WTD in prep.

20440—GERMANY — Rice; raw, processed. Mueller's Muehle-Mueller & Co. KG. (importer, dist.), 42-50 Am Stadthafen, 465 Gelsenkirchen. WTD in prep.

20440—PORTUGAL — Rice packed in bags, consumer containers. Domingos Antonio Duarte, Lda. (importer, retailer), Caixa Postal 70, S. Vicente, Cape Verde. WTD 12/71.

20460 — GERMANY — Corn-sugar-dextrose. Price c.i.f. European ports. POMPADUR-Teehandelsges. mbH. (dist., mfr.), 19-23 Kevelaerstrasse, 4 Duesseldorf. WTD in prep.

Sugar

20620—PORTUGAL—Cane sugar packed in bags of 100 lbs. Ricardo Jose Serradas & Ca. Ldra. (importer, retailer), Caixa Postal, 41, S. Vicente, Cape Verde. WTD 7/71.

Confectionery

20711—ETHIOPIA—Confectionery (bar goods). Zaki R. El-Masry (importer, dist., agent), P. O. Box 1556, Addis Ababa. WTD 1/72.

20716—JAMAICA—Glazed fruit for bakeries. Quotations c.i.f. Kingston for 100 tons. H.A.T. Laman, Attn: Wm. Moosang (importer, dist., agent), 46 Barry St., Kingston. WTD in prep.

20722—ETHIOPIA — Confectionery-type chocolates. Zaki R. El-Masry (importer, dist., agent), P. O. Box 1556, Addis Ababa. WTD 1/72.

20730—ETHIOPIA—Chewing gum, not cyclamated. Quotations c.i.f. Ethiopian ports, samples, catalogs requested. Vagadia & Co. (Ethiopia) Ltd. (importer, dist.), P. O. Box 1212, Addis Ababa. WTD 1/72.

Food preparations

20950—ICELAND—Roasted coffee, whole bean, ground and concentrated (freeze dried). Eggert Kristjansson & Co. h/f (importer, dist.), Sundagardar 4, P.O. Box 899, Reykjavik. WTD in prep.

20990—GERMANY—Diet products for diabetics. Mueller's Muehle-Mueller & Co. KG. (importer, dist.), 42-50 Am Stadthafen, 465 Gelsenkirchen. WTD in prep.

20993 — GERMANY — Dietetics. Prices c.i.f. European Ports. POMPADUR-Teehandelses. m.b.H. (dist., mfr.), 19-23 Kevelaerstr., 4 Duesseldorf. WTD in prep.

20999 — ICELAND — Packaged tea. Eggert Kristjansson & Co. h/f (importer, dist.), Sundagardar 4, P.O. Box 899, Reykjavik. WTD in prep.

Cigarettes

21110—PORTUGAL—Cigarettes. Domingos Antonio Duarte, Lda. (importer, re-

tailer), Caixa Postal 70, S. Vicente, Cape Verde. WTD 12/71.

Broad woven fabric mills, cotton

22116—HONDURAS — Luggage fabrics, cotton. Manufacturas Diversas, S. A. de C. V., Attn: Taufick Mourra (mfr.), Apartado Postal 1170, Tegucigalpa, D.C. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22210—FRANCE—Industrial cloth. Specifications in French available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. CAUVIN-YVOSE (dist., mfr.), Chemin Latéral, 273, av. de la République, 92-Nanterre. WTD in prep.

Knitting mills, products

22522—SURINAM—Full line of athletic, crew socks. Handelmaatschappij I. Fernandes & Son N.V. (importer, agent, retailer), Klipstenenstraat 2-4-6, Paramaribo. WTD 4/71.

Men's, youths', boys' coats, overcoats

23114 — GERMANY — Boys' jackets. Prices c.i.f. European ports. abz Zentraleinkaufsagentur fuer Bekleidung, GmbH. (importer, dist.), 40-42 Huyssenallee, 43 Essen. WTD 1/72.

Men's, boys' work sport clothing

23271 — GERMANY — Boys' trousers. Prices c.i.f. European ports. abz Zentraleinkaufsagentur fuer Bekleidung, GmbH. (importer, dist.), 40-42 Huyssenallee, 43 Essen. WTD 1/72.

23292—SURINAM—Athletic clothing including basketball, soccer, other athletic shorts, jerseys, etc., swimwear and golf, tennis wear in general. Handelmaatschappij I Fernandes & Son N. V. (importer, agent, retailer), Klipstenenstraat 2-4-6, Paramaribo. WTD 4/71.

Women's, misses', juniors' outerwear

23393—GERMANY—Jeans for women. Prices c.i.f. European ports. abz Zentraleinkaufsagentur fuer Bekleidung, GmbH. (importer, dist.), 40-42 Huyssenallee, 43 Essen. WTD 1/72.

Hats, caps, millinery

23522—ITALY—Sport hats, caps, including baseball caps. Zeus Sport, S.r.l. (importer, dist.), Piazza del Fante 9, 00195 Rome. WTD 1/72.

Fabricated textile products

23910 — GERMANY — Draperies; machine, hand-printed. Fausel, Biskamp & Co., Attn.: Mr. Manfred Mulack (importer, dist., retailer), 4 Duesseldorf, Bismarckstr. 22, P.O. Box 3040. WTD 1/72.

23963—HONDURAS—Luggage linings, trimmings. Manufacturas Diversas, S. A. de C. V., Attn: Mr. Taufick Mourra (mfr.), Apartado Postal 1170, Tegucigalpa, D. C. WTD in prep.

Millwork, veneer, plywood, prefabricated structural wood products

24326—ARGENTINA — Plywood veneer sheets of madroña or maple wood for furniture manufacturing. Trumar (importer, dist.), Chiclana 4160, Buenos Aires. WTD in prep.

Pulp mills, products

26112 — GERMANY — Bleached, unbleached pulp for paper industry. Direct purchase & agency. Herbert Prechel (importer, dist., agent), 68 Mannheim-Neuostheim, Gruenewaldstr. 11. WTD 1/72.

Paper mills, products

● 26200 — IRAN — Iranian Tobacco Co. requires 1,021 tons of kraft paper; 591 tons of semi-kraft paper and 210 tons of glue tape kraft paper. All paper to be provided in bobbins. Standard kraft paper to have substance of 200 grams/M^2± 7 grams and be provided in 3 different bobbin widths. Semi-kraft paper to have substance of 127 grams/M^2± 7 grams and be provided in 5 different bobbin widths. Kraft paper for glue tape to have substance of 100 grams/M^2± 7 grams and be provided in bobbin width of 1200 mm. Copy of tender specifications and conditions available from Forest Products Division, BDC, Room 2112, U.S. Department of Commerce, Washington, D.C. ★(202-967-3534). Bid deadline March 15.

26211—PAKISTAN—5,000 tons newsprint M. F. (machine finish) Standard, bluish-white shade, containing not less than 70% mechanical wood pulp, substance 52 grsm. (gram per sq. meter) in rolls of 33″ width, outer diameter 30″ and inside core between 2¾″ and 3″. 5,000 tons newsprint, bluish-white shade, in sheets of sizes 20″ x 30″, 30″ x 40″, 23″ x 32″, 23″ x 34″, 26″ x 40″, containing not less than 70% mechanical wood pulp, substance 52 grsm. Packed in flat rims of 500 sheets with four ends closed, sealed and iron strapped. Price quotations requested per 1,000 kilograms, c. & f. Karachi on each of above. Lalla & Co. (importer, dist., agent), Hospital Rd., Lahore 7. WTD 5/71.

26212—BRAZIL—Paper sheets for small offset presses. Litobras—Materiais de Off-Set Ltda. (dist., mfr.-assembler, representative), Rua da Relação 39, sobreloja, 20000 Rio de Janeiro, GB ZC-58. WTD 12/71.

26217 — PAKISTAN — 1,000 tons unbleached kraft packaging paper, machine glazed, narrow ribbed, substance 38/40 gram per sq. meter, 29-in. width roll with 30-in. diameter and 2¾ in. core. Lalla and Co. (importer, dist., agent), Hospital Rd., Lahore 7. WTD 5/71.

Converted paper, paperboard products

26440 — GERMANY — Wallpaper/wallcoverings; machine, hand-printed. Fausel, Biskamp & Co., Attn: Manfred Mulack (importer, dist., retailer), 4 Duesseldorf, Bismarckstr. 22, P.O. Box 3040. WTD 1/72.

26451—ISRAEL—Soft, loose-leaf type notebooks, all sizes; file folders, soft, paperboard, cardboard and plastic; items of specialty, novelty line. Omanuth (retailer), 3 Dorot Rishonim, Jerusalem. WTD in prep.

26491—ISRAEL—Stationery, tablets, related products, mainly boxed stationery, portfolios, paper novelties. Omanuth (retailer), 3 Dorot Rishonim, Jerusalem. WTD in prep.

26491—THAILAND—Stationery, tablets, other office supplies. Yip In Tsoi & Jacks Ltd. (importer, dist., agent), 523 Maharprutaram Rd., Bangkok. WTD in prep.

General commercial printing

27526—ISRAEL—Art reproduction and picture prints, printed by lithographic process; all kinds. Omanuth (retailer), 3 Dorot Rishonim, Jerusalem. WTD in prep.

Greeting card manufacturing

27711—ISRAEL—Greeting cards, publishers' sales—birthday, seasonal, novelty and humorous, specialty, other greeting cards. Omanuth (retailer), 3 Dorot Rishonim, Jerusalem. WTD in prep.

Industrial chemicals

28110—BRAZIL—Benzoic acid- USP; Benzoic acid, technical; borax; boric acid, granular and powdered; calcium chloride; caustic potash; caustic soda; citric acid; copper sulfate; diethylene glycol, ethylene glycol; hexamethylenetetramine pyrogallic acid; hydrogen peroxide, 35% and 50%; lithopone; lead phosphite bibasic, lead phthalate bibasic, lead sulfate tribasic; magnesium chloride; monoethanolamine; monosodium phosphate anhydrous and technical; paradichlorobenzene; pentaerythritol, technical; phosphoric acid; potassium persulfate; potassium chloride; propylene glycol; sodium benzoate USP; sodium bicarbonate; sodium carboxymethyl cellulose; sodium chromate; sodium metaphosphate; sodium nitrite; sodium pyrophosphate, tetrabasic anhydrous; sodium tripolyphosphate; sulphur; tartaric acid; titanium dioxide, anatase and rutile; tricresyl phosphate; triethanolamine; vanillin; white arsenic 99/100% anhydrous; zinc stearate. Companhia Eletro-Química Fluminense (importer, dist., representative), R. Mexico 168, 8° andar, 20000 Rio de Janeiro, GB ZC-P. WTD 12/71.

28152—ETHIOPIA—Organic dyes, synthetic. Ethiopian Sewing Thread Factory Share Co. (importer, dist.), P. O. Box 1119, Addis Ababa. WTD 1/72.

28190—JAMAICA—Calcium propionate for bakeries. Quotations c.i.f. Kingston for 30 drums of 150 lbs. each, every six wks. Sodium propionate for bakeries. Quotations c.i.f. Kingston for 30 drums of 150 lbs. each, every six wks. H.A.T. Laman (importer, dist., agent), 46 Barry St., Kingston. Attn: William Moosang. WTD in prep.

Synthetic materials

28210—AUSTRALIA—All quantities per shipment. Nonyl phenol 5 tons; acrylic acid 98% 3 to 6 tons; glycine (amino acid) 3000 lbs.; acrylamide 10,000 lbs.; tridecanol 2 to 5 tons; trimethylpropane 1 to 2 tons; aluminum chloride anhydrous 200 tons per annum, 10 tons; barium chloride anhydrous 200 tons per annum, 10 tons; sodium cyanide 40 tons per annum, 5 tons; sodium silicate neutral 200 tons per annum, 50 tons; sodium aluminate 70 tons per annum, 10 tons; barium chlorate 50 tons per annum, 10 tons; tall oil rosin 10 tons; sodium nitrate (16.3 synthetic grade) 500 tons per annum, 50 tons; phosphates-disodium anhydrous or dihydrate 20 tons; trisodium monohydrate 20 tons; tetrasodium 1-2 tons; diammonium 1-2 tons; sodium persulphate 1-2 tons. Maximum requirements after a period of some years. Fidene Corp. Pty. Ltd. (importer, dist., agent), 34 Queens Rd., Melbourne 3004. WTD 12/71.

28210 — PORTUGAL — Ennesin ester gums S.85 grade ennesin; glycerol esterifying alcohol; 5-6 acid value; 84-87°C. melting point (Ball & Ring); 8-9 (50% solution) color (Gardner-Holdt); 1-10 white spirit tolerance; M.88 grade ennesin; glycerol esterifying alcohol; 8-10 acid value; 84-87°C. melting point (Ball & Ring); 9-10 (50% solution) color (Gardner-Holdt); 1-10 white spirit toler-

ance; hydrogenated rosin grades H.E. 35; glycerol esterifying alcohol; 5-10 acid value; 73-78°C. melting point (Ball & Ring); 5-7 (50% solution) color (Gardner-Holdt); 1-10 white spirit tolerance. Fomento Eborense, Lda. (importer, mfr.), Av. dos Combantes da Grande Guerra, 27 Evora. WTD 3/71.

28214—VENEZUELA—Silicone Resin in powder or solution form for lubricating in electrical equipment industry. Gleason & Cía., Attn: F. Wesley Gleason, Jr. (importer, dist., agent), Edificio Internacional, Esq. Urapal, Avenida Urdaneta, Caracas. WTD 3/71.

28220—PORTUGAL—Latex SBR 28% (—45% styrene) for manufacture of chewing gum base. Fomento Eborense, Lda. (importer, mfr.), Ave. dos Combatentes da Grande Guerra, 27 Evora. WTD 3/71.

28231—ITALY—Polyester: second-choice staple and tow; combing laps. Filatura Pettinata Albertini & C., S.a.s. di M. e M.T. Albertini (importer, dist., mfr.), Via S. Pietro 15, 13062 Candelo Biella (Vercelli). WTD 12/71.

Drugs

28315—FRANCE—Veterinary vaccines, serums, specialties. Arkovet (importer, retailer, mfr.), 7 avenue des Sources, 06–Nice. WTD 11/71.

28347—GERMANY — Vitamins for human use. Prices c.i.f. European ports. POMPADUR — Teehandelsges. mbH. (dist., mfr.), 19–23 Kevelaerstrasse, 4 Duesseldorf. WTD in prep.

28349—FRANCE—Veterinary pharmaceutical and homeopathic preparations. Arkovet (importer, retailer, mfr.), 7 avenue des Sources, 06–Nice. WTD 11/71.

Soap, detergents, perfumes, cosmetics

28445 — LIBYA — Cosmetics. LIBEX—Abdulmagid A. Elkot, Attn: Mr. Constantine (dist., agent), P.O. Box 3068, Tripoli. WTD in prep.

Agricultural chemicals

28712—ETHIOPIA—Fertilizers, shipped in dry form. Ethiopian Sewing Thread Factory Share Co. (importer, dist.), P.O. Box 1119, Addis Ababa. WTD 1/72.

Chemical products

28993—GERMANY — Chemical foundry supplies. Prices c.i.f. European boards. Gebr. Luengen K.G. (dist., mfr.), 50 Bahnstrasse, Postfach 240, 4006 Erkrath, Bez. Duesseldorf. WTD in prep.

Plastic products

30798—CANADA—Plastic "old fashioned containers" to be used as bases for making table lamps or as vases for floral arrangements. Roger Boivin, Pres., St. Michel Novelties Inc. (importer, dist., mfr.), 9870 Parc Georges, Montreal 459, Quebec. WTD in prep.

Footwear, except rubber

31417—ITALY—Baseball shoes. Zeus Sport, S.r.l. (importer, dist.), Piazza del Fante 9, 00195 Rome. WTD 1/72.

31417 — SURINAM — Football (soccer style), basketball, tennis, golf, track, other type athletic shoes. Handelmaatschappij I. Fernandes & Son N.V. (importer, agent, retailer), Klipstenenstraat 2-4-6, Paramaribo. WTD 4/71.

Leather goods

31990—HONDURAS — Luggage corners and handles, leather. Manufacturas Diversas, S. A. de C. V., Attn: Mr. Taufick Mourra (mfr.), Apartado Postal 1170, Tegucigalpa, D.C. WTD in prep.

Pottery, related products

● **32600—INDIA**—Supply of 7000 suspension and tension insulator strings for 220 kv and 132 kv lines. Tender No. IDA/PSEB/7, bid deadline April 17. Chief Engineer (Construction) Design Directorate (Transmission), Punjab State Electricity Board (PSEB), The Mall, Patiala, Punjab. Tender documents are available from the above address upon receipt of a demand draft for $13.75 per set drawn on any Indian bank in favor of Assistant Accounts Officer, Suburban Division, PSEB, Patiala. Financing by IDA credit 242 IN.

32690—CANADA—Ceramic "old fashioned containers" to be used as bases for making table lamps or as vases for floral arrangements. Roger Boivin, Pres., St. Michel Novelties Inc. (importer, dist., mfr.), 9870 Parc Georges, Montreal 459, Quebec. WTD in prep.

Nonmetallic mineral products

32950—GERMANY—Coating clay for paper industry; minerals to be used for paper, plastic industries. Direct purchase & agency. Herbert Prechel (importer, dist., agent), 11 Gruenewaldstrasse, 68 Mannheim-Neuostheim. WTD 1/72.

32970—GERMANY—Foundry refractories of all kind. Prices c.i.f. European ports. Gebr. Luengen K.G. (dist., mfr.), 50 Bahnstrasse, Postfach 240, 4006 Erkrath, Bez. Duesseldorf. WTD in prep.

Steel mill products

33123—IRAN—Hot coil steel for use in rolling sheets in guages .5 millimeter to 4 millimeter for fabricating truck cabs. Khavar Co., Attn: Mr. Hossein Ali Soudavar (Sherkat Automobile Sazi Khavar) (importer, dist., mfr.), 529 Saadi Ave., Tehran. WTD in prep.

Secondary smelting, refining of nonferrous metals

33412 — TAIWAN — Electrolytic copper bars (99.99%). Antenna Electric Corp. (dist., mfr.), 8-2, Alley 4, Lane 123, Nanking East Rd., Sec. 5, Taipei 105. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

● **33500 — BURMA** — Aluminum Alloy Plate, Tread, 500 pieces, 8 ft. by 16 inches by 1/8 inch with 1/32 inch lozenges. Tender MEIC/B.R./15 (T) 52 (MC) 71-72, bid deadline March 8. Specifications and conditions available from The Chairman, Union of Burma Railway Board, Bogyoke Aungsan Street, Rangoon.

● **33500 — INDIA** — Aluminum Cable, Steel Reinforced, unspecified quantity, Tender No. IDA/RSEB/2. Bid deadline March 16. Specifications and conditions available from Superintending Engineer, Rajasthan State Electricity Board, New Hotel Bldg., Jaipur Rajasthan at Rs. 100/(around $13.75) each.

● **33500—INDIA**—Aluminum cable, steel reinforced, 2,100,000 meters, Tender No. IDA/BSEB/2. Bid deadline April 10. Specifications and conditions available from Dy. Chief Engineer (Stores and Purchases), Bihar State Electricity Board, Vidyut Bhavan, Bailey Rd., Patna-1 at Rs. 100/-(around $13.75) each. Financed by World Bank.

Cutlery, hand tools, general hardware

34295 — HONDURAS — Luggage hardware. Manufacturas Diversas, S. A. de C. V., Attn: Mr. Taufick Mourra (mfr.), Apartado Postal 1170, Tegucigalpa, D.C. WTD in prep.

Heating apparatus, plumbing fixtures

34330—AUSTRIA—Room gas heaters, and air conditioning combination units. Direct purchase & agency. AUSTREX-Kommandit-Gesellschaft Lanzel & Co. (agent), Dammstr. 27—31, P.O. Box 21, A-1201 Vienna. WTD in prep.

Screw machine products

34521 — GERMANY — Screws, self-tapping. Schulze-Wechsungen GmbH (importer, dist., agent), 18 Stolberger Strasse, 4 Duesseldorf-Heerdt. WTD 12/70.

Metal stampings

34614 — SURINAM — Aluminum household cooking utensils of all shapes and sizes; particularly nesting covered cooking pans, pots which lend themselves to sale as a unit. Handelmaatschappij I. Fernandes & Son N.V. (importer, agent, retailer), Klipstenenstraat 2-4-6, Paramaribo. WTD 4/71.

Coating, engraving, allied services

34790—NORWAY—Steel plate laminated with vinyl on one side. Electrolytically galvanized, thickness 1/32 in., approximately 4′ 1″ × 7′ 7″. Materials must stand up to shearing, welding, bending. Annual consumption approximately 500,000 sq. ft. Aker Group, Attn: Accommodation Dept. (importer, mfr.), Munkedamsveien 45, Oslo 2. WTD in prep.

Fabricated metal products

34990 — CANADA — Cast-iron or other metallic "old fashioned containers" to be used as bases for making table lamps or as vases for floral arrangements. Roger Boivin, Pres., St. Michel Novelties Inc. (importer, dist., mfr.), 9870 Parc Georges, Montreal 459, Quebec. WTD in prep.

Engines, turbines

35193 — GERMANY — Diesel engines. Prices c.i.f. European ports. Direct purchase & agency. Fassbender, Siepmann & Co. KG. (importer, dist., agent), 4041 Norf. WTD in prep.

Farm machinery

35228—ITALY—Advanced machinery for sorting, grading vegetable seeds. Direct purchase & agency. Edmondo Leonardo Lugano (importer, dist.), Via Bertarino 8, 15057 Tortona (Alessandria). WTD 1/72.

Construction, mining, materials handling machinery, equipment

● **35300—ARGENTINA** — Sundry mining equipment, including front loaders, pneumatic loaders for explosives, self-driven drilling units, tunnel fans and miner's lamps for the Sierra Grande Iron Ore Project. Tender No. 113/72; bid deadline March 17. Contact Hierro Patagonico De Sierra Grande S.A.M. (HIPASAM), Billinghurst 2447, Buenos Aires. Specifications can be purchased for 50 Argentine pesos from the above address.

35310 — VIET NAM — Machinery and equipment for a concrete block manufacturing plant including 2 block making machine plus wood attachments; 2 batch

mixers and skip loaders, pallets, racks; 1 steam generator, 2 fork trucks. Estimated capacity of production: 4 million blocks of 15 m/m x 20 m/m x 40 m/m sizes. Quotations c.i.f. and c Saigon indicated separately. Catalogs, printed material requested. Specifications available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Mien Tay Gach Bloc Cong Ty (importer, dist., mfr.), 62 Phu Lam, Cholon. WTD in prep.

35312—GERMANY — Tracklaying tractors. Prices c.i.f. European ports. Direct purchase & agency. Fassbender, Siepmann & Co. KG. (importer, dist., agent), 4041 Norf. WTD in prep.

35314—NETHERLANDS — Mechanical and hydraulic crawler cranes, similar equipment. Exclusive representations requested. Also interested in used equipment of recent manufacture. Bouw & Handelmij. De Zeeuw N.V., Attn: Mr. P. A. Faas (importer, dist.), Graftermeerstraat 37-39, Hoofddorp (N-H). WTD 1/72.

35318—GERMANY—Front end loaders. Prices c.i.f. European ports. Direct purchase & agency. Fassbender, Siepmann & Co. KG. (importer, agent), 4041 Norf. WTD in prep.

35318 — NETHERLANDS — Mechanical and hydraulic cranes for mounting on trucks. Exclusive representations requested. Also interested in used equipment of recent manufacture. Bouw-en Handelmij. De Zeeuw N.V., Attn: Mr. P. A. Faas (importer, dist.), Graftermeerstraat 37-39, Hoofddorp (N-H). WTD 1/72.

35319—GERMANY — Excavating, road construction machinery. Prices c.i.f. European ports. Direct purchase & agency. Fassbender, Siepmann & Co. KG. (importer, dist., agent), 4041 Norf. WTD in prep.

35330—NORWAY—Oil field tools, drilling tools for gas, oil wells. Maskinsalg A/S (importer), Ilsvikveien 22, 7000 Trondheim. WTD in prep.

35370 — GERMANY — Hand trucks & trailers. Prices c.i.f. European ports. Direct purchase & agency. Rahmede Carl (dist., mfr.), 5 Glaerbach, 5983 Balve/Westf. WTD in prep.

35370 — GERMANY — Power sweepers, farm trucks. Prices c.i.f. European ports. Direct purchase & agency. Fassbender, Siepmann & Co. KG. (importer, dist., agent), 4041 Norf. WTD in prep.

35370 — NORWAY — Fork lift trucks, used, of makes Hyster, Yale, Clark, Towmotor, or equal, electrically operated, diesel and gasoline, not more than 5 years old. Spare parts for fork lift trucks of makes Hyster, Yale, Clark, Towmotor, or equal; transmissions. Notodden Verk A/S, Attn: Mr. Odd Halseth, Mgr. (importer, mfr.), Thomas Heftyesgate 50, Oslo 2. WTD in prep.

Metalworking machinery

35420 — ZAMBIA — Machines to manufacture office paper clips, hair grips. Mr. B. N. Parekh (mfr.), P.O. Box 238, Kabwe. WTD in prep.

35423—BRAZIL—Metal bottle cap making machines for own use. Indústrias Silva Pedroza S/A (importer, mfr.), Av. Automóvel Clube 221, 20000 Rio de Janeiro, GB ZC-24. WTD 12/71.

35423 — IRAN — Machinery for conversion of hot coil steel to sheet steel to gauges .5-4 millimeter needed for production of 3-4,000 tons annually. Khavar Co., Attn: Mr. Hossein Ali Soudavar (Sherkat Automobile Sazi Khavar) (importer, dist., mfr.), 529 Saadi Ave., Tehran. WTD in prep.

35451 — JAMAICA — 1 saw sharpener; electrical type; 1 saw setter; electrical type; both must be able to operate on 50 cycles, 220 volts, 3-phase. Quotations c.i.f. Kingston. Chen's Furniture Industry; Attn: George Chen (importer, dist., mfr.), 92 Constant Spring Rd., Kingston 10. WTD in prep.

35452 — TAIWAN — Gage blocks. Tung Tai Trading Co., Ltd. (importer, exporter), 73A, Ming Lo St., Taipei. WTD in prep.

Special industry machinery

35512—JAMAICA—One heavy-duty electrical fruit juicer; specifications: 50 cycles; 220 volts; 3-phase. Quotations c.i.f. Kingston. Chens Furniture Industry; Attn: George Chen (importer, mfr.), 92 Constant Spring Rd., Kingston 10. WTD in prep.

35512 — ZAMBIA — Machinery, accessories for setting up meat processing plant for following commodities: pork sausage; garlic/french bologna; barbecue sausage; beef sausage. Type of equipment required includes: bowl cutter; power mincer; flake ice making machine; sausage stuffer; smoking unit; portioner & twister; cooking units. Equipment should be capable of producing 1,000 tons of processed meat per yr. Also required will be supplies of spices, seasonings, casings (hog and Vienna sheet). Mr. Badrain, Tan-Zam Food Processors Ltd. (Ndola Butcheries Ltd.) (importer, mfr.), P.O. Box 441, Ndola. WTD in prep.

35513—ARGENTINA—Complete line of equipment for cooking and packing fish with daily capacity of ½ ton, in plastic containers instead of tinplate. Industrias Pesqueras, Frigoríficas y Marítimas, S.A. (oil fish meal processor), Mexico 575, Buenos Aires. WTD in prep.

35513 — JAMAICA — Equipment to slaughter and prepare poultry for market as frozen broilers. Capacity: process 10,000 chickens weekly. Specifications: 415/240 volts, 50 cycle; 3 phase; 4-wire. Water at approx. 80° F. Plant site: Elevation 1,000 ft. Ambient air conditions: 90° F. D.B. 81° F. wet bulb maximum; 65° F. D.B. 60° F. wet bulb minimum. Quotations c.i.f. Kingston. Kingston Industrial Agencies, Attn: Sammy Henriques (importer, dist., agent), 381 Spanish Town Rd., Kingston 11. WTD 10/71.

35513—THAILAND—Machinery to grind corn into starch, and to produce liquid glucose from corn starch. Capacity 50, 100 or 200 tons a day. Request yield percentage, by-product (corn oil) percentage. Requests catalogs, processing diagrams, prices. Prasertchai Co., Ltd. (mfr.), 26 Soi Baan Kluay Tai, Sukhumvit Soi 40, Bangkok. WTD in prep.

35530—VIET NAM—One complete set of machinery, equipment for new 1-lathe plywood plant. Rated daily production: 11,000 panels, or 352,000 sq. ft. of 3-ply plywood. Sizes: 4′ x 8′ x 1/8″. Quotations c.i.f. and freight Saigon indicated separately. Catalogs, descriptive literature requested. Specifications available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Cong Ty Ky Nghe Toan Phat (importer, dist., mfr.), 16-18 Nguyen Cong Tru (5th floor), Saigon. WTD in prep.

35531—JAMAICA—One electric planer —24″ thickness; one heavy duty table sander—size 48″. Specification: must be able to operate on electrical circuit 220 volts, 50 cycles three-phase. Quotations c.i.f. Kingston. Chen's Furniture Industry, Attn: George Chen (importer, mfr.), 92 Constant Spring Rd., Kingston 10. WTD in prep.

35590—VIET NAM—Machinery, equipment for glassware expansion project. Rated capacity: 20 tons/days of tumblers. Quotations c.i.f. and c Saigon indicated separately. Specifications available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Nam Hung Glass Mfr. Co. Ltd. (importer, dist., mfr.), 152 Phu Tho, Saigon. WTD in prep.

35591—INDIA—Plant and machinery to manufacture 144,000 metric tons soda ash annually; supplier also expected to provide production know-how. The Baroda Rayon Corp. Ltd., Attn: Mr. J. K. Javeri, Secretary (mfr.), Great Western Bldg., 130-132 Apollo St. Fort, Bombay 1. WTD 7/71.

35595 — BRAZIL — Crown cork making machines for own use. Indústrias Silva Pedroza S/A (importer, mfr.), Av. Automóvel Clube 221, 20000 Rio de Janeiro, GB ZC-24. WTD 12/71.

35595—SINGAPORE—Machines used in shoe-making. Mr. K. S. Lee, Dir., International Footwear (S) Pte. Ltd. (mfr.), 9-E Asia Insurance Bldg., Singapore 1. WTD in prep.

General industrial machinery

● **35600—AFGHANISTAN** — Pump sets of various sizes including installation and spare parts. Tender No. 7/1972; bid deadline not fixed yet. Contact the Agriculture Development Bank of Afghanistan, Supply Manager, Jadi Maiwand, P.O. Box 414, Kabul. Tender documents available from the above address for a fee of Afghanis 1,000 ($13.00 U.S.)

35620 — GERMANY — Ball and roller bearings, especially taper roller bearings. Schulze-Wechsungen GmbH (importer, dist., agent), 18 Stolberger Strasse, 4 Duesseldorf-Heerdt. WTD 12/70.

35640—NETHERLANDS — Portable air purification systems. Hanwel N.V. (importer), Tubantiasingel 1, Enschede. WTD in prep.

35660 — NORWAY — Torque converters, Allison, or equal, used; spare parts. Notodden Verk A/S, Attn: Mr. Odd Halseth, Mgr. (importer, mfr.), Thomas Heftyesgate 50, Oslo 2. WTD in prep.

35662—GERMANY—Gear and drives for all types of uses, purposes. Prices c.i.f. European ports. Direct purchase and/or agency. Zahnradfabrik Velbert GmbH (importer, dist., mfr.), Hixdorfer Weg 14, 562 Velbert. WTD in prep.

Office, computing, accounting machines

● **35700—BURMA**—Supply of portable platform scales, to weigh 655 lbs. Tender No. MEIC/BR/13(T)121(T) 71-72, bid deadline March 8. Invited by the Chairman, Union of Burma Railway Board, Bogyoke Aungsan Street, Rangoon, Burma. Terms and specifications available on short term loan basis from the Business, Photographic and Scientific

Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2939.)

● **35700 — PAKISTAN** — Supply of two 40-tons self-indicating railway weighbridges with mechanical spare parts sufficient for two years normal maintenance, and a service engineer for 15 days to calibrate, adjust and test after the erection of the weighbridges and also to train railway personnel. Tender No. PR-I/71/PMP/18, bid deadline March 13. Tender documents may be purchased from the Secretary, West Pakistan Railway Board, Lahore, Pakistan, or the District Controller of Purchase, PWR, Karachi Cantt., Pakistan, for approximately $5.30 plus $1.00 airmail postage, per copy.

35791—BRAZIL—Audio-visual teaching equipment. Jensen Comercial Importadora S/A (importer, retailer, wholesaler), R. Visconde do Rio Branco 52, loja, 20000 Rio de Janeiro, GB ZC-58. WTD 12/71.

35791—BRAZIL—Office, industrial and store duplicating machines. Litobras—Materiais de Off-Set Ltda. (dist., mfr.-assembler, representative), Rua da Relação 39, sobreloja, 20000 Rio de Janeiro, GB ZC-58. WTD 12/71.

Service industry machines

35851 — NETHERLANDS — Heat recovery equipment to regain waste heat from large air treatment installations, so-called air economizers. Horos Technische Handelsonderneming (importer, dist.), Brinklaan 30, P.O. Box 38, Bussum. WTD 12/71.

35890 — NORWAY — Garbage reduction, disposal units for communities of 2,000-50,000 inhabitants. Direct purchase & agency. Wettlesen & Roll A/S, Attn: Mr. Ellef Steffensen (importer, dist.), Haakon VII'sgate 5, Oslo 1. WTD 2/71.

35891 — GERMANY — Cafeteria, snackbar, kitchen, hotel equipment. Direct purchase & agency. Eisfink-Bastian-Blessing Vertriebs GmbH (importer, mfr., exporter), 47-51 Koenigstrasse, D-7144 Asperg, Baden-Wuerttemberg. WTD 12/71.

Electric transmission, distribution items

● **36100—INDIA**—Design and supply of 220 kv control and relay boards. Tender No. IDA/BCB/7, bid deadline March 23. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Tender documents available from above address upon receipt of a demand draft for $13.33 per set drawn on any Indian bank in favor of Assistant Accounts Officer, Talwara Township, Hoshiapur. Financing by IDA credit 242IN.

● **36100—INDIA** — Design, manufacture and supply of 220 kv control and relay boards. Tender No. IDA/BCB/9, bid deadline March 29. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Tender documents are available from the above address upon receipt of a demand draft for $13.33 per set drawn on any Indian bank in favor of Assistant Accounts Officer, Talwara Township, Hoshiarpur. Financing by IDA credit 242 IN.

● **36100—INDIA**—Supply of four 10/12.5 mva, 132/11 kv; one 10 mva, 132/66 kv; and five 6 mva, 132/33 kv transformers. Tender No. IDA/RSEB/3, bid deadline March 9. Superintending Engineer (Projects), Rajasthan State Electricity Board (RSEB), New Hotel Building, Jaipur, Rajasthan. Tender documents available from the above address upon payment of a demand draft of $13.75 per set drawn on any Indian bank in favor of the Accounts Officer (CPC), RSEB, Jaipur. Financing by IDA credit.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

23292 — GERMANY — Jeans for men. Other boys' & men's clothing. Prices c.i.f. European ports. abz Zentraleinkaufsagentur fuer Bekleidung GmbH. (importer, dist.). 40-42 Huyssenallee, 43 Essen. WTD 1/72.

● **36100—INDIA**—Supply of 220 kv, 132 kv and 66 kv transformers. Tender No. IDA/PSEB/3, bid deadline March 29. Chief Engineer (Construction), Design Directorate (Sub-station), Punjab State Electricity Board (PSEB), The Mall, Patiala, Punjab. Tender documents are available from the above address upon receipt of a demand draft for $13.75 per set in favor of the Assistant Accounts Officer (Pre-audit), Suburban Division, PSEB, Patiala. Financing by IDA credit.

● **36100—INDIA**—Supply of eleven 15 mva and 25 mva, 132/33 kv power transformers. Tender No. IDA/APSEB/2, bid deadline April 18. Superintending Engineer, Tech./Elect. (Project), Andhra Pradesh Electricity Board, Vidyut Soudha, Khairatabad, Hyderabad-4, Andhra Pradesh. Tender document are available from the above address upon receipt of a demand draft for $13.33 per set drawn on any Indian bank in favor of Pay Officer, APSEB, Hyderabad-4. Financing by IDA credit 242 IN.

● **36100—INDIA**—Supply of 100 mva, 220/132 kv transformers, Tender No. IDA/APSEB/1, bid deadline April 18. Superintending Engineer, Tech./Elect. (Project), Andhra Pradesh Electricity Board, Vidyut Soudha, Khairatabad, Hyderabad-4, Andhra Pradesh. Tender documents available from the above address upon receipt of a demand draft of $8.25 per set drawn on any Indian bank in favor of Pay Officer, APSEB, Hyderabad-4. Financing by IDA credit 242 IN.

● **36100 — INDIA** — Supply of twenty-seven 132 kv air blast type circuit breakers; thirteen 132 kv, ten 66 kv and fifty 33 kv low oil content type circuit breakers. Tender No. IDA/HSEB/4, bid deadline April 14. Chief Engineer (P & C) Design Directorate, Haryana State Electricity Board, SCF-6, Sector 17E, Chandigarh. Tender documents are available from the above address upon receipt of a demand draft for $13.33 per set drawn on any Indian bank in favor of Accounts Officer, Haryana State Electricity Board, Chandigarh. Financing by IDA credit 242IN.

● **36100 — INDIA** — Design and supply 220 kv, single phase, 50 cycle, outdoor type, oil immersed current transformers. Tender No. IDA/BCB/4, bid deadline March 23. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Tender documents are available from the above address upon receipt of a demand draft for $13.33 per set drawn on any Indian bank in favor of Assistant Accounts Officer, Talwara Township, Hoshiarpur. Financing by IDA credit 242 IN.

● **36100—INDIA**—Supply of sixty 33 kv and forty-three 132 kv low oil content type circuit breakers. Tender No. IDA/BSEB/1, bid deadline April 8. Dy. Chief Engineer (Stores & Purchase) Bihar State Electricity Board, Vidyut Bhavan, Bailey Road, Patna-1. Tender documents are available from the above address upon receipt of a demand draft for $13.33 per set drawn on any Indian bank in favor of Accounts Officer (Sectt), BSEB, Patna-1. Financing by IDA credit 242 IN.

● **36100 — THAILAND** — Supply of twenty-five 333 kva, single phase, 50 cycle distribution transformers rated 12,000-240/480 volts. Tender No. MEA-PSD-270, bid deadline March 10. Purchases and Stores Department, Metropolitan Electricity Authority, 121 Chekpet Road, Bangkok 2. A copy of specifications is available on a short term loan basis from the Power and Electrical Equipment Program, Room 2806, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-5585).

Household appliances

36340—AUSTRIA—New developments in electric room heating; heating and air conditioning combination units including such for cars. Direct purchase & agency. Austrex-Kommandit-Gesellschaft Lanzel & Co. (agent), Dammstr. 27-31, P.O. Box 21, A-1201 Vienna. WTD in prep.

Electrical lighting, wiring equipment

36410—BRAZIL—Electric bulbs, tubes, lamps, related light sources used for still and motion picture equipment; for signalling systems; military, commercial nautical navigation. Willman Xavier Comércio e Indústria S/A (importer, dist., representative), R. Miguel Couto 51/53, 20000 Rio de Janeiro, GB ZC-21. WTD 12/71.

36430—BRAZIL—Highly specialized current carrying wiring devices for construction. Prolumex—Companhia Brasileira de Produtos Metalúrgicos e Iluminação (importer, dist., representative), Av. Rio Branco 108, grupo 507, 20000 Rio de Janeiro, GB ZC-21. WTD 12/71.

36443—BRAZIL—Sophisticated electric insulators, insulating materials for construction. Prolumex- Companhia Brasileira de Produtos Metalúrgicos e Iluminação (importer, dist., representative), Av. Rio Branco 108, grupo 507, 20000 Rio de Janeiro, GB ZC-21. WTD 12/71.

Radio, television receiving sets

36511—ETHIOPIA—Household, automobile radios; radio-phonograph combinations. Yervant Derentz (importer, agent, retailer), P.O. Box 1199, Addis Ababa. WTD 1/72.

36511 — FINLAND — Household radios, 220 V mains/battery operated; automobile radios, self contained/car battery operated. Westimex Oy, Attn: T. Kekki, Mng. Dir. (importer, dist., agent), Runeberginkatu 29, 001000 Helsinki 10. WTD 1/72.

36512—ETHIOPIA—Household television

receivers, including television combinations. Yervant Derentz (importer, agent, retailer), P.O. Box 1199, Addis Ababa. WTD 1/72.

36514 — ETHIOPIA — Recorders, audio amplifiers, phonographs, tuners, other audio equipment, accessories. Yervant Derentz (importer, agent, retailer), P.O. Box 1199, Addis Ababa. WTD 1/72.

36514—FINLAND—Tape recorders, 220 V mains/battery operated, inexpensive models for teenagers. Westimex Oy, Attn: T. Kekki, Mng. Dir. (importer, dist., agent), Runeberginkatu 29, 00100 Helsinki 10. WTD 1/72.

36520—FINLAND—Magnetic recording tapes and cassettes (blanks). Westimex Oy, Attn: T. Kekki, Mng. Dir. (importer, dist., agent), Runeberginkatu 29, 00100 Helsinki 10. WTD 1/72.

Communication equipment

36612—BRAZIL—Telephones, specialized types. Jensen Comercial Importadora S/A (importer, retailer, wholesaler), R. Visconde do Rio Branco 52, loia, 20000 Rio de Janeiro, GB ZC-58. WTD 12/71.

36620—NORWAY—Burglar alarm apparatus, electric; detection apparatus: electronic and magnetic field, light and heat emission; anti-theft equipment for department stores. Direct purchase & agency. Norsk Bycosin A/S (importer, agent), Økernveien 9, Oslo 6. WTD in prep.

36620—NORWAY—Marker beacon: aero mobile radio beacon frequency range 255-620 kHz (possible increase up to 800 kHz); emission: AO/A2; modulation frequency: 400 Hz.; 4 digit identification sign; single or dual installation. Direct purchase & agency. Norsk Marconikompani A/S, Attn: Mr. Øivind Larsen (importer, dist., mfr.), Ryensvingen 5, Oslo 6. WTD in prep.

36623—NORWAY—Door opening and closing devices: switch mats, other equipment for automatic doors; remote control (electro-magnetic wave) equipment for doors, gates. An. Thorbiørnsen & Co., Attn: Mr. Aksel W. Nordstrøm, Mgr. (importer, mfr.), Kongensgate 14, Oslo 1. WTD 1/72.

Electronic components, accessories

36710 — BRAZIL — Receiving electron tubes. Jensen Comercial Importadora S/A (importer, retailer, wholesaler), R. Visconde do Rio Branco 52, loia, 20000 Rio de Janeiro, GB ZC-58. WTD 12/71.

36710 — NORWAY — Electronic components, spare parts for NATO military equipment. Direct purchase & agency. A/S Transel (importer, dist.), Chr. Sindings vei 17, 1410 Kolbotn. WTD 11/71.

36730—GERMANY — Transmitting, industrial and special electron tubes. Prices f.o.b. New York or Los Angeles. Dr. Hans Buerklin (importer, dist.), D-8000 Muenchen 2, Schillerstrasse 40. WTD 11/71.

36742—FINLAND—Transistors. Westimex Oy, Attn: T. Kekki, Mng. Dir. (importer, dist., agent), Runeberginkatu 29, 00100 Helsinki 10. WTD 1/72.

36743 — FINLAND — Diodes, rectifiers. Westimex Oy, Attn: T. Kekki, Mng. Dir. (importer, dist., agent), Runeberginkatu 29, 00100 Helsinki 10. WTD 1/72.

36792—FINLAND—Capacitors for electronic applications. Westimex Oy, Attn: T. Kekki, Mng. Dir. (importer, dist., agent), Runeberginkatu 29, 00100 Helsinki 10. WTD 1/72.

36793—FINLAND—Resistors for electronic applications. Westimex Oy, Attn: T. Kekki, Mng. Dir. (importer, dist., agent), Runeberginkatu 29, 00100 Helsinki 10. WTD 1/72.

36794—GERMANY—Coils, transformers, reactors, chokes for electronic applications (payment within two weeks; 3% trade discount). Gustav Beck K. G. (importer, dist., agent), 85 Nuernberg 5 (P.O. Box 150 280), Praterstrasse 32. WTD 11/71.

Motor vehicles, equipment

37150—JAMAICA—Refrigerated trailer for transporting fresh fruits, vegetables. Specifications. 1 unit of 35 ft., new or used. Quotation. c.i.f. Kingston. Agricultural Marketing Corp., Attn: I. Robertson (importer, retailer), 188 Spanish Town Rd., Kingston 11. WTD 2/71.

Aircraft, parts

37291—GERMANY—Aircraft parts, accessories. Prices c.i.f. European ports. CONTI—Flug GmbH. (agent), 7-9 Mohrenstrasse, 5 Koeln/Rhein. WTD in prep.

Ship building, repairing

37310—INDONESIA—One used cargo freighter D.W.T. 700 metric tons; 1 used cargo freighter D.W.T. 1,500 metric tons; both having minimum speed of 8 knots; built or rebuilt not later than 10 yr. ago. Payment on installment basis. P.T. Pelayaran Meratus (agent), 502 Djalan Nilam Timur, Tandjung Perak, Surabaya. WTD 1/72.

37313 — ARGENTINA — Leasing on yearly basis, with option of purchase, 10 fully equipped, deep sea, fishing boats of hold capacity of 200 cu. mt., refrigerated, aft mounted machinery, minimum speed of 10 knots, range of 4,000 mi. Industrias Pesqueras, Frigoríficas y Marítimas, S.A. (oil fish meal processor), México 575, Buenos Aires. WTD in prep.

Engineering, laboratory, scientific research instruments

● **38100—BURMA**—Supply of drafting equipment including: parallelogram drafting machine; set squares; architect, survey, and metric triangular scales; stainless steel rules; slide rules; protractors; measuring tapes; compasses; dividers; pantographs; and more. Tender No. MEIC/BR/9 (T) 22 (M-YUG) 71-72, bid deadline March 8. Invited by the Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Burma. Terms and specifications available on short term loan basis from the Business, Photographic and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2939).

38112 — GERMANY — Transducers (mech./electr.) for force, displacement and blood pressure; telemetric equipment for measuring at small animals. Hugo SACHS Elektronik KG (importer, mfr., exporter), Am Bahnhof, D-7801 Hugstetten, Baden-Wuerttemberg. WTD 4/71.

38112 — JAPAN — Gas chromatograph, mass spectrometer (spector type), molecular beam and laser analyzer; pollution monitoring, measuring instruments. Ulvac Corp. (Nihon Shinku Gijutsu K.K.) (importer, mfr.), 2500 Hagizono, Chigasaki City, Kanagawa Pref. WTD 7/71.

Instruments for measuring, indicating controlling, physical characteristics

● **38200 — KENYA** — Supply of 11,400 water meters, as follows: 10,000 each ½"; 1,000 each ¾"; 300 each 1"; 50 each 2"; 50 each 3". Tender No. WSD/1/72, bid deadline March 6. Tender documents available, for K.Srs. 1,000 (US $140.00 approx.), from General Manager, Water and Sewerage Department, P.O. Box 30656, Nairobi, Kenya. The deposit will be refunded on receipt of a bona-fide tender or on return of the tender documents. Complete tender documents must be returned to: The Town Clerk, City Council of Nairobi, P.O. Box 30075, Nairobi.

38213—TAIWAN—Industrial process instruments including fluid flow and liquid level instruments, thermometers, dead weight pressure testers, etc. Tung Tai Trading Co., Ltd. (importer, exporter), 73A, Ming Lo St., Taipei. WTD in prep.

Optical instruments, lenses

38311—THAILAND—Complete electron microscope set including ocular, vibration proof mount, anti-contamination trap, high-contrast, wide-field observation device, thermo regulator. Requests catalogs, c.i.f. Bangkok price estimates, installation requirements, costs. Suthi Mongkhol Co., Ltd. (importer, dist., mfr.), 56 Chalermkhet 1st St., Bangkok 1, Thailand. WTD in prep.

Surgical, medical, dental instruments

38421—GERMANY—Blood gas analyzers; air-oxygen mixers for respirators, intake pressure 50-85 psi and outlet pressure 50-60 psi; electronic volumeters for forced expiratory tests; measurement of tidal and minute volume with respirators; oxygen and carbondioxyde monitoring equipment for use in artificial respiration. Carl A. Hoyer (importer, dist.), 44 Parkallee, 28 Bremen. WTD 1/72.

Photographic equipment, supplies

38612—NETHERLANDS — Electrostatic copying equipment with reducing facilities from size A3 to A4, for sheets or rolls. Reducing facilities essential. Blikman & Sartorius N.V., Attn: Mr. W. G. F. Bosch, Asst. Mgr. (importer, dist.), Rokin 1 & 17; P.O. Box 1463, Amsterdam. WTD in prep.

38613—FRENCH WEST INDIES — All equipment for drive-in movie for 600-800 cars to be built on 6,000 sq. meter of land. Ets Trois Frères, Attn: Mr. Mansour Mohammed (retailer), 71 Rue Schoelcher, Fort-de-France, Martinique. WTD in prep.

Toys, amusement, sporting goods

39491—SURINAM—General line of fishing tackle, equipment. Handelmaatschappij I. Fernandes & Son N.V. (importer, agent, retailer), Klipstenenstraat 2-4-6, Paramaribo. WTD 4/71.

39492—SURINAM — Quality sporting equipment. Handelmaatschappij I. Fernandes & Son N.V. (importer, agent, retailer), Klipstenenstraat 2-4-6, Paramaribo. WTD 4/71.

39493—ITALY—Baseballs; baseball bats, mitts, gloves, apparel. Zeus Sport, S.r.l. (importer, dist.), Piazza del Fante 9, 00195 Rome. WTD 1/72.

Pens, pencils, office, artists' materials

39510 — THAILAND — Pens, pencils, erasers, carbon paper, etc. Yip In Tsoi &

Jacks Ltd. (importer, dist., agent), 523 Mahaprutaram Rd., Bangkok. WTD in prep.

Costume jewelry, novelties, buttons,

39610—ISRAEL—Costume jewelry, costume novelties, except precious metals, including compacts, vanity cases of all kinds. Omanuth (retailer), 3 Dorot Rishonim, Jerusalem. WTD in prep.

39620—JAMAICA—Artificial Christmas tree component parts. Brochures, prices c.i.f. Kingston. Builders Metal Hardware Ltd., Attn: Desmond Phillips (importer, mfr.), 2 Ashenheim Rd., P.O. Box 70, Kingston 11. WTD 12/71.

Manufacturing industries

39999—CYPRUS—Gas cigar, cigarette lighters. Quote c.i.f. Cyprus. Direct purchase & agency. Phoebus Chr. Varianos (dist., agent, retailer), 38 Ledra St., P.O. Box 2107, Nicosia. WTD in prep.

39999—HONDURAS—Luggage frames, all types. Manufacturas Diversas, S. A. de C. V. Attn: Mr. Taufick Mourra (mfr.), Apartado Postal 1170, Tegucigalpa, D.C. WTD in prep.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01131 — BOLIVIA — 16,000 tons per yr. wheat: soft 90% of total volume; hard 10% of total volume. RIVEK (agent), Calle Loayza 371, P.O. Box 5797, La Paz. WTD in prep.

01190—VIET NAM—Ginseng of U.S. origin. Quotations f.o.b. and freight Saigon indicated separately. New World Representation (agent), 98 Ngo Quyen, P.O. Box 196, Cholon. WTD in prep.

Meat products

20110—FRANCE — Frozen offals. JACQUIMPORT (S.A.R.L.) (importer, dist., exporter), 29 A., rue de Strasbourg, 94-Rungis. WTD in prep.

Canning, preserving foods

20330—CANADA — Groceries, general line, wholesale. Exclusive agency. Perco Sales & Assoc. (importer, agent), 7851 Enterprise, Lake City, Burnaby, B.C. WTD 1/72.

Confectionery

20710—CANADA—Candy, other confectionery products (all types). Exclusive agency. Perco Sales & Assoc. (importer, agent), 7851 Enterprise, Lake City, Burnaby, B.C. 1/72.

Broad woven fabric mills, cotton

22110—HONG KONG—Shirting; cotton, synthetics. The World Traders (importer, dist., exporter), Room 1504, Cheong K. Building, Des Voeux Rd. C., P. O. Box 1384. WTD in prep.

22115—THAILAND — Cotton fabrics, men's shirts, women's dresses. Requests catalogs, c.i.f. Bangkok prices. The World Traders, 8 Soi Visut, New Rd., P.O. Box 1110, Bangkok. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22210—HONG KONG—Drapery, upholstery fabrics; cotton, synthetics. The World Traders (importer, dist., exporter), Rm. 1504, Cheong K. Bldg., Des Voeux Rd. C., P. O. Box 1384. WTD in prep.

22213—THAILAND — Suitings, men's. Requests catalogs, c.i.f. Bangkok prices. The World Traders (importer, agent), 8 Soi Visut, New Rd., P.O. Box 1110, Bangkok. WTD in prep.

22217 — SWITZERLAND — Glass fiber mats used for reinforcement of plastic items. Hug & Co., Attn: Mr. Hug (dist., agent), Signaustrasse 8, 8304 Wallisellen, WTD in prep.

Yarn, thread mills, products

22813 — VIET NAM — Viscose rayon yarn: 100-1200; 250 D.; 450 D. 500 D. in varying glots, bright ion cone or semidul, bleached white, natural white; nylon filament yarn: 500 D, various colors; acetate yarn, white and colored; viscose spun rayon yarn, white. Quotations c i.f. and freight indicated separately. Samples, brochures requested. Wing Fong Trading (agent), 34 Cong Ly, Saigon. WTD in prep.

Textile goods

22951 — THAILAND — Fabrics, cotton shade cloth, other fabrics for curtains. Requests catalogs, c.i.f. Bangkok prices. The World Traders (importer, agent), 8 Soi Visut, New Rd., P.O. Box 1110, Bangkok. WTD in prep.

22991—FRANCE—Non-woven textiles, particularly those used in manufacture of protective clothing. Balamundi-France, Attn: Mr. Fassotte (dist., mfr.), rue du Grand-Baisieux, 59-Baisieux. WTD in prep.

22991 — SWITZERLAND — Non-woven surfacing tissues made from poly vinylchloride fibers for chemical insulation purposes. Hug & Co., Attn: Mr. Hug (dist., agent), Signaustrasse 8, 8304 Wallisellen. WTD in prep.

Women's, misses', juniors' outerwear

23312 — SWITZERLAND — Women's knit outerwear, leisure wear, sporting apparel, novelties only. Everfit AG; Attn: H. R. Schmid, Pres. (importer, dist., mfr.), 8133 Esslingen. WTD 1/72.

23352 — SWITZERLAND — Women's dresses, fashionable novelties only. Everfit AG; Attn: H. R. Schmid, Pres. (importer, dist., mfr.), 8133 Esslingen. WTD 1/72.

23390—CANADA — Line of women's sportswear. Adanac Import Commodities (importer, dist., agent), #800-207 West Hastings St., Vancouver, B.C. WTD 5/71.

23393—THAILAND — Jerseys, fabric, women's. Requests catalogs, c.i.f. Bangkok prices. The World Traders (importer, agent), 8 Soi Visut, New Rd., P.O. Box 1110, Bangkok. WTD in prep.

Women's, misses' under garments

23410—SWITZERLAND — Women's underwear, nightwear, lounging apparel, fashionable novelties only. Everfit AG; Attn: H. R. Schmid, Pres. (importer, dist., mfr.), 8133 Esslingen. WTD 1/72.

23420 — SWITZERLAND — Brassieres, bra-lettes, corsets, girdles, combinations; other foundations garments, novelties only. Everfit AG; Attn: H. R. Schmid, Pres. (importer, dist., mfr.), 8133 Esslingen. WTD 1/72.

Fabricated textile products

23920 — SWITZERLAND — Housefurnishings, tablecloths, napkins, bath sets and bath mat sets, towels, terry cloth articles, novelties only. Everfit AG; Attn: H. R. Schmid, Pres. (importer, dist., mfr.), 8133 Esslingen. WTD 1/72.

23963 — SWITZERLAND — Tyeing and decorating ribbons, bows, in particular for florist's trade. Alfred F. Rohrbach AG (dist., mfr.), Holenwegstrasse 18, 5734 Reinach. WTD 1/71.

23963 — SWITZERLAND — Decorative ribbons, articles for florist trade. F. Ehrmann- Baboni, Attn: P. Müller (dist., retailer), Thiersteinerallee 13/15, 4000 Basel. WTD 12/71.

Paperboard mills, products

26311—GERMANY — Kraftliner board for packaging material industry. Gerd Guenter Jung (importer, agent), 46 Haendelstr., 6232 Bad Soden/Ts. WTD 6/71.

Converted paper, paperboard products

26495 — GERMANY — Paper novelties, such as displays and decorations, party paperware, hats, lanterns, doilies, disposable camping items, etc. Rolf Heyne (importer, dist., mfr.), Bahnhofstr. 33, 6551 Wallertheim. WTD 1/72.

Paperboard containers, boxes

26543—GERMANY—Frozen foods containers. Rolf Heyne (importer, dist., mfr.), Bahnhofstr. 33, 6551 Wallertheim. WTD 1/72.

Synthetic materials

28211—SWITZERLAND — Polyethylene-copolymer sheetings to be used in insulation of roofs. Hug & Co., Attn: Mr. Hug (dist., agent), Signaustrasse 8, 8304 Wallisellen. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28440—CANADA—Cosmetic lines. Exclusive agency. Perco Sales & Assoc. (importer, agent), 7851 Enterprise, Lake City, Burnaby, B.C. WTD 1/72.

28445—SWITZERLAND — Baby care preparations. Lamprecht AG (dist., mfr.), Birchstrasse 183, 8050 Zurich. WTD 1/72.

Chemical products

28993 — SWEDEN — Antifoamers, defoamers, other water treating compounds. Svenska Pappersbrukens Handels AB (importer, mfr., agent), 1 Villagatan, S-114 32 Stockholm. WTD in prep.

28993—THAILAND—Patches to be applied to valves and inner-tubes of cars, motorcycles, bicycles. Requests catalogs, samples, c.i.f. Bangkok prices. Loxley (Bangkok) Ltd. (importer, dist.), 304 Suapah Rd., P.O. Box 214, Bangkok. WTD in prep.

Fabricated rubber products

30697—SWITZERLAND—Novelty druggist, medical rubber sundries. Lamprecht AG (dist., mfr.), Birchstrasse 183, 8050 Zurich. WTD 1/72.

30698—GERMANY — Rubber thread, bare. Prices c.i.f. European ports. Hagen AG, Gottfried (importer, mfr., exporter), 95/101 Rolshover Strasse, 5 Koeln-Kalk 91. WTD 9/70.

Plastic products

30790—SWITZERLAND—Novelty druggist, medical plastic goods; infant plastic goods, toys. Lamprecht AG (dist., mfr.), Birchstrasse 183, 8050 Zurich. WTD 1/72.

30795 — UNITED KINGDOM — Molded plastic gears. Reliance Gear Co. Ltd., Attn: S.M. Selka, Mgn. Dir. (mfr.), St. Helens Gate, Almondbury, Huddersfield, Yorks, HD4 6SF. WTD in prep.

Glass products

32294—GREECE—Glassware for laboratory use. C.i.f.-Piraeus price quotations. The Athens System (agent), 43 Xenias St., Athens 621. WTD 6/71.

Pottery, related products

32640—GERMANY—Fine ceramic components. Prices c.i.f. European ports. Buerger KG (importer, dist., agent), 43 Salierring, 5 Koeln 1. WTD 1/72.

Rolling, drawing, extruding of nonferrous metals

33560 — GERMANY — Rolled and extruded lead products. Prices c.i.f. European ports. Hagen AG, Gottfried (importer, mfr., exporter), 95/101 Rolshover Strasse, 5 Koeln-Kalk 91. WTD 9/70.

33570—SWITZERLAND—All kinds of special electric wire and cable for industrial applications; power elevator cables. Cadec, Attn: Otto Caduff (importer, agent), P.O. Box 76, 1211 Geneva 4. WTD 1/72.

Cutlery, hand tools, general hardware

34233 — BOLIVIA — Shovels, scoops, scrapers. Empresa Rodas (agent), Calle España 5715, P.O. Box 1191, Cochabamba. WTD in prep.

Fabricated metal products

34940—JAMAICA—Valves: gate, butterfly, plug, globe, steam traps for heavy industrial use; various sizes in steel, stainless steel, cast iron, bronze. A.S. Henry, Attn: Stafford Henry (importer, dist., agent), Box 300, Kingston. WTD 7/71.

34942—SWEDEN—Pneumatic, hydraulic valves. AB Erik Bohlin (importer, mfr., agent), Gärdsvägen 2, S-171 52 Solna. WTD 1/72.

34980—FRANCE—Carbon-stainless alloy steel pipe. (API and ASTM standards). Ets. Trouvay et Cauvin, Attn: Mr. Colin (importer, dist., mfr.), 119, rue Jule-Siegfried, 76-Le Havre. WTD 11/71.

Engines, turbines

35192—THAILAND—Two marine diesel engines. Specifications available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. SEMCO Co., Ltd. (importer, dist., agent), 997-1001 Silom Rd., Bangkok. WTD in prep.

Farm machinery

35228—SWITZERLAND—Steam cleaning, other novelty cleaning equipment; LP propane or natural gas fired appliances, equipment used in farming. Kemag SA, Attn: Roland T. Kempf, Dir. (importer, dist.), 16 rue Baute, 1201 Geneva. WTD 12/71.

Construction, mining, materials handling machinery, equipment

35318—ITALY—Crawler tractor-cranes, special means of construction transportation, such as off-highway trailers, wagons with carrying capacity of more than 50 metric tons. Grumac di Bruno Della Latta (dist., agent), Corso Unione Sovietica 385, 10135 Torino. WTD 1/72.

35319—SWITZERLAND — Steam cleaning, other novelty cleaning equipment; LP propane or natural gas fired appliances and equipment used on construction sites and in highway building. Kemag SA, Attn: Roland T. Kempf, Dir. (importer, agent), 16 rue Baute, 1201 Geneva. WTD 12/71.

Metalworking machinery

35418 — GREECE — Machine tools designed for laboratories, etc. (drilling and grinding machines, lathes, etc.). C.i.f.-Piraeus price quotations. The Athens System (agent), 43 Xenias St., Athens 621. WTD 6/71.

35484—SWITZERLAND—Steam cleaning, other cleaning systems, including ultrasonics; LP propane or natural gas fired appliances, for automotive trade, service stations, garage use. Kemag SA, Attn: Roland T. Kempf, Dir. (importer, dist.), 16 rue Baute, 1201 Geneva. WTD 12/71.

Special industry machinery

35552—ITALY—Engraving machines for zinc addressograph plates, operated by typewriter keyboard. A. Panini S.a.s. (dist., agent), Via Po 39, 10124 Torino. WTD in prep.

General industrial machinery

35660 — ENGLAND — Small sintered gears. Reliance Gear Co. Ltd., Attn: S. M. Selka, Mng. Dir. (mfr.), St. Helens Gate, Almondbury, Huddersfield, Yorks, HD4 6SF. WTD in prep.

35663 — SWEDEN — Elastic couplings, variable speed drive. AB E. Bohlins Maskiner (importer, mfr., agent), Kungsgatan 27, 111 56 Stockholm. WTD 1/72.

Office, computing, accounting machines

35730 — SWITZERLAND — Advanced training machines, educational applications of computers. Thomas Worthington (importer, agent), Import-Export Agency, Beethovenstrasse 30, 3073 Guemligen/Muri. WTD 10/71.

35740 — SWITZERLAND — Computer systems specifically developed for use in chemical, medical laboratories. Scientific Computer & Instruments AG, Attn: Mr. W. Frank (dist., agent), Morganstrasse 27, 8620 Wetzikon. WTD 11/71.

Service industry machines

35851 — SWITZERLAND — Air cooled air conditioning units, wired for 380 volt 50 cycles, for installation in existing buildings. Electrical equipment subject to special local regulations will be built-in by inquirers. Maschinen-Handel AG, Attn: Mr. Nikielewski (dist., mfr., agent), Ruehhof, 8590 Romanshorn. WTD in prep.

35852—FRANCE—Domestic, industrial, automotive air conditioning equipment. P. R. Ballar (importer, dist., agent), 12, ave. Montaigne, 75-Paris 8e. WTD in prep.

35853—FRANCE — Industrial refrigeration equipment. P. R. Ballar (importer, dist., agent), 12, ave. Montaigne, 75-Paris 8e. WTD in prep.

35890—SWITZERLAND—LP propane or natural gas fired appliances; steam cleaning equipment, other novelty cleaning systems for automotive and building trade, for use in farming, in highway building and on construction sites, and for household use. Kemag SA, Attn: Roland T. Kempf, Dir. (importer, dist.), 16 rue Baute, 1201 Geneva. WTD 12/71.

Machinery

35992—SWEDEN—Pneumatic, hydraulic cylinders. AB Erik Bohlin (importer, mfr., agent), Gärdsvägen 2, S-171 52 Solna. WTD 1/72.

Electric transmission, distribution items

36110 — SWITZERLAND — Electronic measuring instruments such as digital voltage meters, analogue digital converters, multiplexers, etc. Scientific Computer & Instruments AG, Attn: Mr. W. Frank (dist., agent), Morganstrasse 27, 8620 Wetzikon. WTD 11/71.

36112 — YUGOSLAVIA — Measuring equipment for electronic equipment. I.R.E.T. (importer, mfr., agent), Dusanova 67, 11000 Belgrade. Attn: Mr. Rade Miscevic, Dir. WTD 4/71.

36130 — SINGAPORE — Switchgear, switchboard apparatus. Mr. Lim Chong Cheng, Mng. Dir., Unique Engineering (Pte) Ltd. (importer, dist., agent), 48 Bendemeer Rd., P.O. Box 2436, Singapore 12. WTD 6/71.

Electrical industrial apparatus

36210 — SINGAPORE — Motors, generators. Mr. Lim Chong Cheng, Mng. Dir., Unique Engineering (Pte) Ltd. (importer, dist., agent), 48 Bendemeer Rd., P.O. Box 2436, Singapore 12. WTD 6/71.

36220—SWITZERLAND—Industrial controls, all kinds, in particular for automation processes. Thomas Worthington (importer, agent), Import-Export Agency, Beethovenstrasse 30, 3073 Guemligen/Muri. WTD 10/71.

Household appliances

36321—FRANCE—Household refrigerators including small refrigerators for pleasure boats, motor vehicles. P. R. Ballar (importer, dist., agent), 12, ave. Montaigne, 75-Paris 8e. WTD in prep.

Radio, television receiving sets

36510—GERMANY — Radios, television sets, record players, phonographs. Correspondence requested in German. Vogt & Co., Business Mgr., Manfred Treiber (dist., agent, exporter), A 2, 8, D-6800 Mannheim 1, Baden-Wuerttemberg. WTD 4/71.

36514 — SWITZERLAND — Analogue, digital tape recorders. Scientific Computer & Instruments AG; Attn: Mr. W. Frank (dist., agent), Morganstrasse 27, 8620 Wetzikon. WTD 11/71.

Communications equipment

36612 — NETHERLANDS — Facsimile equipment, such as graphic receivers. Exclusive agency. Rotterdamse Telecommunicatiemaatschappij N.V., Attn: R.E.C.F. Verhoeff (importer, dist./exporter, agent), 17-19 Delftsestraat, or P.O. Box 1177, Rotterdam 3004. WTD 1/72.

36620 — SWITZERLAND — Photoelectric measuring devices for outdoor use

such as measuring of roads, etc. Igma AG, Attn: D. Wipf (dist., agent), Dorfstrasse 4, 8037 Zürich. WTD 8/71.

36624 — SWITZERLAND — Aircraft communication, electronic navigational aids. Thomas Worthington (importer, agent), Beethovenstrasse 30, 3073 Guemligen-Muri. WTD 10/71.

Electronic components, accessories

36740 — GERMANY — Rectifying equipment, transistors, diodes, rectifiers, semiconductor accessories. Prices c.i.f. European ports. Buerger KG (importer, dist., agent), 43 Salierring, 5 Koeln 1. WTD 1/72.

36740 — SWITZERLAND — Electronic semiconductors, MSI & LSI, related components. CHC Hutterli & Co. (importer), Wasenstrasse 4, 2502 Biel. WTD 11/70.

36740 — SWITZERLAND — Computer pheripherals, interfaces for chemical, mechanical laboratories for positive identification of samples. Scientific Computer & Instruments AG, Attn: Mr. W. Frank (dist., agent), Morganstrasse 27, 8620 Wetzikon. WTD 11/71.

36790—GERMANY — Paper condensers. Prices c.i.f. European ports. Buerger KG (importer, dist., agent), 43 Salierring, 5 Koeln 1. WTD 1/72.

Electrical machinery, supplies

36912—GERMANY — Lead acid storage batteries. Prices c.i.f. European ports. Hagen AG, Gottfried (importer, mfr., exporter), 95/101 Rolshover Strasse, 5 Koeln-Kalk 91. WTD 9/70.

36930—SWEDEN — Diathermy apparatus, telemetering equipment for ECG-apparatus. LKB-Medical AB (importer, mfr., agent), P.O. Box 11075, S-161 11 Bromma 11. WTD in prep.

Motor vehicles, equipment

37112—ITALY — Crane trucks. Grumac di Bruno Della Latta (dist., agent), Corso Unione Sovietica 385, 10135 Torino. WTD 1/72.

Aircraft, parts

37290—GERMANY—Aircraft equipment. Prices c.i.f. European ports. CONTI-Flug GmbH. (importer, dist.), 7-9 Mohrenstrasse, 5 Koeln 1. WTD in prep.

37291—SWITZERLAND — Aircraft instrumentation, flight and navigational, aircraft engine instruments. Thomas Worthington (importer, agent), Beethovenstrasse 30, 3073 Guemligen-Muri. WTD 10/71.

Engineering, laboratory, scientific, research instruments

38111—SWITZERLAND—Aircraft navigational, flight instruments. Thomas Worthington (importer, agent), Beethovenstrasse 30, 3073 Guemligen-Muri. WTD 10/71.

38112—BOLIVIA—Engineering, laboratory, scientific, research instruments, associated equipment. Empresa Rodas (agent), Calle España 5715, P.O. Box 1191, Cochabamba. WTD in prep.

38112 — SWEDEN — pO_2- and pCO_2-meters. LKB-Medical AB (importer, mfr., agent), P.O. Box 11075, S-161 11 Bromma 11. WTD in prep.

38113—GREECE—Laboratory precision balances. C.i.f.-Piraeus price quotations. The Athens System (agent), 43 Xenias St., Athens 621. WTD 6/71.

Instruments for measuring, controlling, indicating physical characteristics

38213—GERMANY—Measuring instruments for pulp, paper industry, i.e., viscosimeters, moisture measuring instruments, etc. Paul Lippke KG. (importer, dist., mfr.), 12 Wilhelm Leuschner Str., 5450 Neuwied. WTD 1/72.

38213 — GREECE — Testing equipment (torsion, tension, etc.). C.i.f.-Piraeus price quotations. The Athens System (agent), 43 Xenias St., Athens 621. WTD 6/71.

38213—SWITZERLAND—Industrial instrumentation, process control and measuring instruments, automation processes, all kinds. Thomas Worthington (importer, agent), Import-Export Agency, Beethovenstrasse 30, 3073 Guemligen/Muri. WTD 10/71.

Optical instruments, lenses

38311—GERMANY—Optical measuring instruments for pulp, paper industry. Paul Lippke K.G. (importer, dist., mfr.), 12 Wilhelm Leuschner Str., 5450 Neuwied. WTD 1/72.

Surgical, medical, dental instruments

38410—FRANCE—Surgical, medical instruments, apparatus for heart surgery. Société EMCO Equipement Médical et Chirurgical de l'Ouest (dist., agent), 14-16, rue de la Monnaie, 35-Rennes. WTD 10/71.

38410—SWEDEN—Gasifying apparatus for anesthetic gases; gas mixers for mixing anesthetic gases. LKB-Medical AB (importer, mfr., agent), P.O. Box 11075, S-161 11 Bromma 11. WTD in prep.

38410—SWITZERLAND—Small surgical and medical instruments, in particular diagnostic, massage instruments; health products. Lamprecht AG (dist., mfr.), Birchstrasse 183, 8050 Zurich. WTD 1/72.

38421—SWEDEN—Disposable artificial kidneys for haemodialysis. LKB-Medical AB (importer, mfr., agent), P.O. Box 11075, S-161 11 Bromma 11. WTD in prep.

38423—FRANCE — Protective clothing, except shoes made of nonwoven textiles. Balamundi-France (dist., mfr.), rue du Grand-Baisieux, 59-Baisieux. WTD in prep.

Photographic equipment supplies

38611—ITALY—Still, Polaroid-type, or equal, cameras specially equipped for direct printing on 7″ x 9½″ cards without reduction or enlargement. A. Panini S.a.s. (dist., agent), Via Po 39, 10124 Torino. WTD in prep.

38613—GREECE—Projectors. C.i.f.-Piraeus price quotations. The Athens System (agent), 43 Xenias St., Athens 621. WTD 6/71.

Business services

73920 — NETHERLANDS — Computer software: packages in field of optimizing computer and software usage, facilities management, program documentation, education, transport, data management systems, SORTS, spooling/utilities, short hand Cobol, super R.P.G. Automation Centre VOLMAC N.V., Attn: J. J. van Oosterom, Mgr. (software house), 75 Coolsingel, Rotterdam. WTD in prep.

Other Foreign Official Tenders

ALGERIA—The Ministry of Information and Culture has issued tender No. 222E for the **provision of television equipment.** Bid deadline is Feb. 29. Bid should offer post synchronization and projection equipment for the new radio and television station at Oran. Copies of tender announcement and specifications are available only from the Radiodiffusion Television Algerienne (RTA) Direction Des Services Techniques, Bureau 721 (Telex 91.014 Algiers). Cost is $20; make Check payable to "Caisse De l'Agence Comptable De La RTA."

BURMA—The Chairman of the Union of Burma Railway Board has issued tender no. MEIC/B.R./14(T) 44(ES)71/72 for the supply of 72 reels (1800Ft) of **magnetic recording tape.** Bid deadline is March 8. Copies of tender announcement and specifications are available from the Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822)

GREECE — The Ministry of National Economy has issued tender no. 4/13/72 for the supply of fifty **VHF/FM portable transceivers.** Bid deadline is March 13. Copies of tender announcement and specifications are available from the Ministry of National Economy, Department of Trade, fourth Directorate of State Purchases, 75 Solonos St., Athens, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822)

Visiting Buyers And Officials

AUSTRALIA—Warren D. Boland, Swan Television Ltd., P.O. Box 99, Tuart Hill, Western Australia 6060, interested in **housewares which can be advertised and sold over television.** Feb. 23 via San Francisco for approx. three weeks. Itinerary: 2/23 San Francisco c/o Drake Wiltshire, 340 Stockton St., San Francisco, Calif. 94106; 2/29 New York c/o Americana, 52nd St. & 7th Ave., New York, N. Y. 10019; some time between 2/29 and 3/16, Chicago. WTD in prep.

TAIWAN—Ho-Nany Yang, Chief Engineer, Ta Yu Water Conditioning Corp., 79 Ming Po West Rd., Taipei, interested in **purchasing chemical feeder for water treatment and seeking licensing arrangements on water conditioning.** Jan. 30 via Los Angeles for two months. c/o Robert Gen-Ho Chen, 27 Cheney Dr., Storrs, Conn. 06268. Itinerary: Los Angeles, Rapid City, S.D., Chicago, Boston, Springfield, Mass., New York, St. Louis and Rolla, Mo., San Francisco. WTD in prep.

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OMBE outlook. Dec. 1971/ Jan. 1972. Monthly publication providing information on the program and activities of the Office of Minority Business Enterprise and others engaged in working to improve opportunities for members of minority groups in the field of business. Free upon request.

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Housing completions: November 1971 (C22-71-11). Annual subscription $1. Single copy 10¢.
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Value of new construction put in place: November 1971 (C30-71-11). Annual subscription including monthly and annual supplement $2.50. Single copy 25¢.
Housing authorized by building permits and public contracts—October 1971 (C40-71-10). Annual subscription $8 ($2 more for foreign mailing). Single copy 55¢.
Residential alterations and repairs: third quarter, 1971 (C50-71-03). Annual subscription, including two-part annual report, $1.50. Single copy 25¢.
Housing starts: November 1971 (C20-71-11). Annual subscription $2. Single copy 20¢.

1970 Census of Housing
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Colorado (HC(1)-B7). 171pp. $1.75.

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United States Summary (HC(1)-A1). 250pp. $2.

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New Mexico (HC(1)-B33). 127pp. $1.25.

Distribution and Services

Monthly retail trade—sales and accounts receivable: January 1972 (BR-71-11). 24pp. $6 per year. Single copy 25¢.

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States for week ending Jan. 29, 1972 (CB-72-303). 2pp. 10¢.

Weekly retail sales. Estimated weekly sales of U.S. retail stores, week ending Jan. 8 (CB 72-11). 2pp. 10¢.

Monthly wholesale trade: November 1971 (CB 72-6). 2pp.

Monthly selected services receipts: November 1971 (BS-71-10). Annual subscription $1. Single copy 10¢. 12pp.

Monthly wholesale trade: November 1971 (BW-71-11). 20pp. Annual subscription $1.50. Single copy 15¢.

Weekly retail sales. Estimated sales of U.S. retail stores for week ending Jan. 15 (CB 72-5). 2pp. 10¢.

Foreign Trade

Imports—commodity by country: October 1971 (FT 135-71-10). Annual subscription $21. ($5.25 more for foreign mailing). Single copy $1.75.

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National data needs: fire service statistics (State and local government special studies No. 60). 24pp. 30¢.

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Current Population Reports

Voting and registration in the election of November 1970 (Series P-20, No. 228). (Addendum). Table 5 was omitted on page 20.

Projections of school and college enrollment: 1971 to 2000 (Series P-25, No. 473). 14pp. 15¢.

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1970 Census of Population and Housing

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NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Monthly weather review. December 1971. Vol. 99, No. 12. Annual subscription $10.50 ($2.75 more for foreign mailing). Single copy $1.

NOAA. Vol. 2, No. 1. Annual subscription $3 (75¢ more for foreign mailing). Single copy 75¢.

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Daily weather maps, weekly series. January 17-23, 1972. Annual subscription $7.50. Domestic airmail $5.20 additional. Foreign surface mail $7.50 additional. Single copy 15¢.

Monthly climatic data for the world. Vol. 24, No. 7. Annual subscription $2.75 ($1 more for foreign mailing). Single copy 25¢.

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Earthquake information bulletin. November-December 1971. Vol. 3, No. 6. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 30¢.

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Daily river stages. Volume 66, 1970. 1971. 174pp. $1.75 paper cover. This volume covers the principal rivers of the United States.

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Fishery statistics of the United States: 1968 No. 62, 1971. 582pp. Price $5 (paper). Stock No. 0320-0028. Statistics include data on the volume and value of the landings of fishery products, employment in the fisheries, quantity of gear operated, number of fishing craft employed in the capture of fishery products, information on the volume and value of the production of processed fishery products, data on cold storage freezings and holdings, and on foreign trade in fishery commodities.

Marine Fishes of the North Atlantic. 30 x 48 inches, mailed in a tube. $1.50. Forty-two species depicted in full color, with their common and scientific names, on a durable plasticized poster.

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Engineering aspects of the 1971 San Fernando earthquake (BSS 40). 419pp. $3. Presents the observations of an NBS on-site inspection team.

Mechanics of pneumatic tires (Mono. 122). 863pp. $4.75. This treatise is an attempt to provide a rational descriptive and analytical basis for tire mechanics. Chapters are contributed by active research workers in the fields of rubber and textile properties, friction, material properties, tire stress problems, tire design and construction, vehicle skid and handling, and tire mechanical properties.

Guidelines for registering data codes (FIPS Pub. 19). 8pp. 20¢. National Bureau of Standards is responsible for maintaining registers of data elements and codes and Federal departments and agencies must register program and agency codes with NBS. This publication provides guidelines for registering data codes with NBS and for reporting the use of the codes to maintaining agencies for purposes of receiving changes.

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Tabulation of voluntary national standards, industry standards, international recommendations and certification programs for consumer products (Tech. Note 705). 80pp. 70¢. This tabulation is a revision of a draft tabulation compiled by the American National Standards Institute and issued in April 1970.

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Physics and chemistry—Section A of the Journal of Research. Volume 75A, No. 6, November-December 1971. Annual subscription $9.50 ($2.25 more for foreign mailing). Single copy prices varies. This issue $1.75.

Technical news bulletin. January 1972. Vol. 56, No. 1. Annual subscription $3 ($4 more for foreign mailing). Single copy 30¢.

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Transportation systems technology: a twenty-year outlook (PB-204 800). Transportation Systems center, Cambridge, Mass., 194pp. Discusses urban and interurban passenger systems, urban/interurban freight systems, and technologies.

A guide for reducing automotive air pollution (PB-204 870). Alan M. Voorhees and Assoc., for the Environmental Protection Agency. Paper copy $4.75, 81pp. Guide designed to aid transportation professionals and state air pollution control agencies in selecting transportation controls suggested in the regulations promulgated pursuant to the Clean Air Act of 1970. Emphasis of report is on air pollution reduction through control of traffic volume and congestion.

Non-destructive testing: ultrasonic (AD-733 700). By the Defense Documentation Center. 102pp. Bibliography, with abstracts, of reports concerning ultrasonic techniques for inspection of welds, thickness measurements, flaw detection, evaluation and characterization of materials, fatigue damage, and crack detection. All reports listed are available from NTIS.

Field evaluation of new air pollution monitoring systems: the Los Angeles study (PB-204 444). By Research Triangle Institute, N.C. for the National Air Pollution Control Admin. of the Environmental Protection Agency. 224pp.

Great Lakes ice atlas (COM-71-01052). NOAA's Lake Survey Center, Detroit. 52pp. Contains 33 charts illustrating the ice cover on the Great Lakes during mild, normal and severe winters.

Fishery resources atlas I—New York to Florida (COM-71-01069). By U. of Miami for NOAA. 231pp. Shows location and importance of principal fishery resources on the continental shelf of the United States. Summaries are included for species worth more than $6,000 annually to fishermen in a state.

Urban mass transportation: a bibliography (AD-733 773). By U.S. Dept. of Transportation. 146pp. Annotated listing of selected references to bibliographies, conference proceedings, books, research papers, and periodical articles. Most were published between 1960-71.

Transportation systems technology: a 20-year outlook (PB-204 800). By Transportation Systems Center, Cambridge, Mass. 194pp. Discusses urban and interurban passenger systems, freight systems and technologies.

Operation Young Adults (PB-203 906). By Rochester Jobs, Inc. for the Manpower Admin. 170pp. Discusses a work-study program designed to demonstrate the relationship between education and the world of work to potential and actual high school dropouts.

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Surface-mined areas: control and reclamation of environmental damage—a bibliography (PB-203 448). By the Dept. of the Interior. 74pp. Lists references published between 1960-70 concerning soil shifts, chemical modification, and water pollution, and the restoration of mined areas.

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